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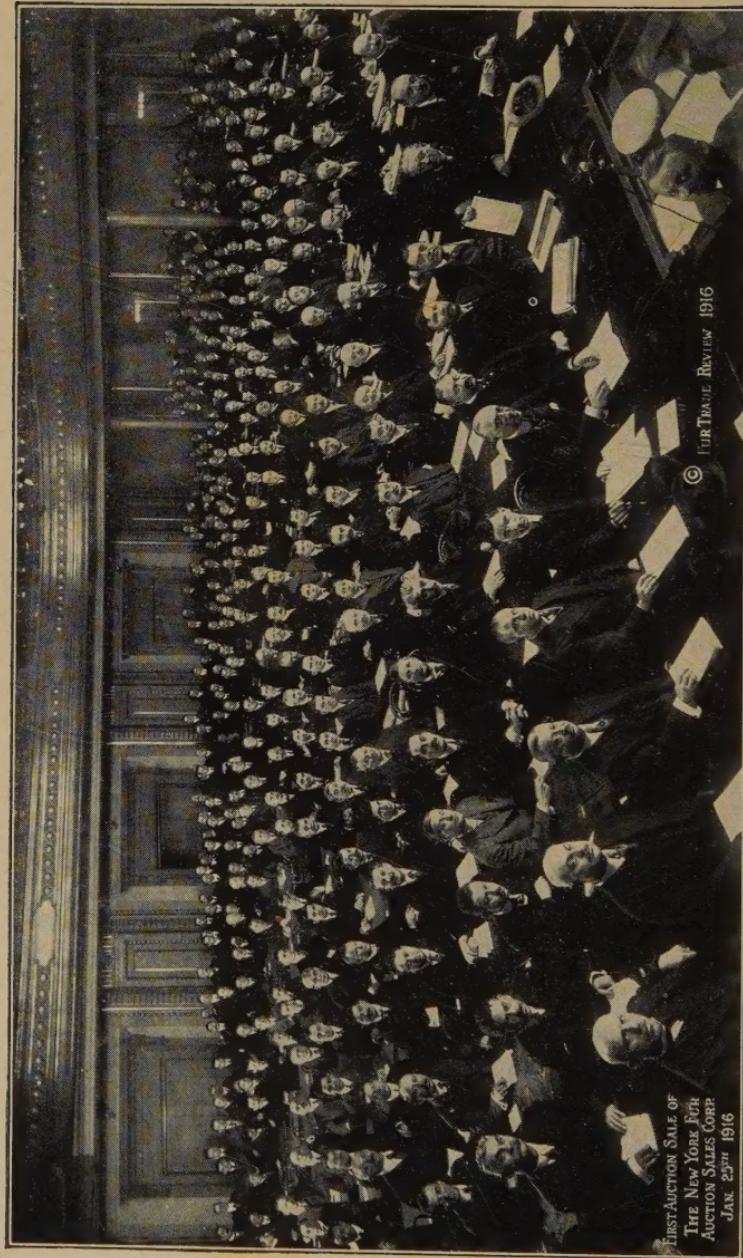
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FUR TRUTHS

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FIRST AUCTION SALE OF THE NEW YORK FUR AUCTION SALES CORP., JAN. 25TH, 1916

Courtesy *Fur Trade Review*

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First Auction Sale of  
The New York Fur  
Auction Sales Corp.  
Jan. 25th 1916

# FUR TRUTHS

THE STORY OF FURS AND  
THE FUR BUSINESS

by

ABRAHAM GOTTLIEB



HARPER & BROTHERS PUBLISHERS  
NEW YORK AND LONDON

1927

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**PRINTED IN THE U. S. A.**

**FIRST EDITION**

**M - B**

TO  
MY SONS AND COLLEAGUES  
BELMONT AND HERBERT  
TO THOSE WHO WEAR FURS  
AND  
TO THOSE WHO SELL THEM





## P R E F A C E

Man and boy, I have passed more than a third of a century as a fur-man—craftsman, dealer, and manufacturer. The fur business has been good to me, and the new generation is fast assuming the cares and responsibilities of an enterprise originated by my brother Israel and myself, and developed to an enviable position of which I am pardonably proud.

Contemplating a surcease from my labors, I am constrained to the effort of publishing *Fur Truths*, pertaining to every phase of the fur business. This is written from the angle of the man behind the scenes, as a mark of appreciation to the many who have helped me throughout my career. It is further designed to identify the business which, under the guidance of my sons, Belmont and Herbert, is proud of its reputation as an institution for service to those who wear furs and to those who sell them.

Grateful acknowledgment is tendered Colonel Philip B. Fouke for his valuable contribution relating to the Seal family. Also to the National

Association of the Fur Industry, Publishers of the *Fur Journal*, for information bearing on fur misnomers used as trade names.

Special appreciation is due to Mr. A. M. Ackerman for his invaluable assistance in helping to put this manuscript into its final form.

*New York,*  
December 1, 1927.

ABRAHAM GOTTLIEB.

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## INTRODUCTION

Admittedly, furs and the fur business have received no scant attention from the writing fraternity. However, a review of fur bibliography exposes a woeful lack of authoritative treatment on the part of persons actively engaged in the field. Retailers of furs, and consumers as well, have long needed a treatise that would frankly and connectedly expose *fur truths* in relation to their respective interests.

Furs and the fur business do not lend themselves readily to the usual methods of research and compilation available to the writer of technical subjects, and it seems to be clearly up to the practical fur manufacturer, familiar with the sources of supply and the methods of production and distribution, to fill the need.

For easy reference, this treatise subdivides the business of furs into five major divisions, viz.:

Raw Furs, Dressed and Dyed Furs, the Making of Fur Wearables, Wear and Care of Furs, and Buying and Selling of Furs.

Just as all of the processes to which furs are sub-

jected relate one to the other, so each division bears upon the others. Manifestly a person interested in the Wear and Care of Furs, need read but this section; but for an understanding of furs and fur-worth such a person should find interest in the entire treatise.

In the sale of furs at retail, a reasonable knowledge of furs and fur purposes is essential on the part of the salesperson, in order to render a reasonable degree of service to the customer. Such knowledge is not only helpful to the consummation of the sale, but in assuring to the customer that degree of satisfaction which is a forerunner to another sale in the future. These considerations have governed the selection of material in this book.

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FUR TRUTHS

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## CHAPTER I

### TRUTHS ABOUT RAW FURS

**What Is Fur.**—Fur, as applied to use for the making of wearing apparel, is the covering of certain animals. The nether part of this covering is called the *Pelage* and combines with longer hair called the “over-hair.” The *Pelage* is soft, downy, silky, curly, while the over-hair is straight and almost rigid.

Nature intended the over-hair to protect the *Pelage* and to prevent it from felting, thereby assuring the animal freedom from cold. In practical use, however, the over-hair is of major importance in many cases, as the beauty and value of the fur depends thereon.

**Fur History.**—Fur has influenced history and civilization. In prehistoric times its use was to protect mankind from the rigors of winter. Subsequently furs became an article of barter between neighbors and between tribes and in course became an article of adornment and luxury. And down to the present day the use of furs among civilized nations becomes more extensive from year to year.

In earlier times competition for the pelts of fur-bearing animals was responsible for pillage and war. More recently and within modern times it has motivated many a hardy spirit to adventures and deeds which vie with the most stirring of romantic fiction. Furs served to redeem noble captives; have been the gifts of monarchs; have distinguished the nobility from the mass. Today, furs are valued on a par with precious gems and reflect fashion and wealth.

Marco Polo back in the thirteenth century described the rich furs of the Khan of Tatary. The early Church Fathers lamented the profuse use of furs in Rome as a barbaric luxury. Russia overlorded Siberia to secure her fur treasure. France occupied Canada with the same interest. The history of the early American settlements of New England, New York, and Virginia were initially influenced by the hunger for fur. And the history of the Hudson Bay Company and of the fur fairs at Nizhni-Novgorod, Leipzig, and elsewhere recount the efforts of powerful persons to monopolize fur treasure and fur trade.

**Fur Classification.**—There are four general classes of furs known as (1) *Carnivora*—embracing Bear, Wolverine, Wolf, Raccoon, Fox, Sable, Marten, Skunk, Kolinsky, Fitch, Fisher, Ermine,

Cat, Sea Otter, Fur Seal, Hair Seal, Lion, Tiger, Leopard, Lynx, Jackal, etc. (2) *Rodentia*—which includes Beaver, Nutria, Muskrat, Marmot, Hamster, Chinchilla, Hare, Rabbit, Squirrel, etc. (3) *Ungulata*—including Persian, Astrakhan, Crimean, Chinese, and Tibet Lamb, Mouflon, Guanaco, Goat, Pony, etc. (4) *Marsupialia*—which class includes Opossum, Wallaby, Kangaroo, etc.

**Fur Markets.**—Prior to the World War the fur industry was centered in Europe, particularly at London, Leipzig, and Paris. Furs from every part of the world were shipped to these centers for manufacture and trade. Even the United States, the largest individual producer of raw furs, was a large shipper to Europe, and the pelts were manufactured in whole or in part and distributed throughout the world.

The exigencies of war changed all this materially. Today the United States not only markets its raw furs all over the world, but also imports foreign furs for reexport, in a partly or wholly manufactured state, to other parts of the world. New York City has become one of the greatest world fur markets, handling some 80 per cent of the fur trade of the United States.

The production of fur goods in this country is

now well in excess of a quarter of a billion dollars. Our imports of raw and dressed furs rank seventh in value among imported commodities. And we export upward of 25 million dollars of raw and dressed furs.

The United States and the Territory of Alaska produce approximately 70 million dollars' worth of pelts annually, compared with 15 million from Canada and 35 million from Russia. Thus the United States is the largest producer of raw furs in the world. This fact may prove surprising in that wild country is not so plentiful in the United States as in other sections of the world; but the Mississippi basin forms one huge breeding-ground for such animals as Opossum and Muskrat, which constitute important items of fur manufacture. Furthermore, we number in this country many more fur trappers than does any other country in the world, and this because the business of trapping requires no capital and most of our trappers follow their calling as an avocation rather than as a regular employment. The youth of the land find recreation in the work; and so generally is this the case that but 20 per cent of our trappers are over eighteen years of age.

New York is undeniably America's fur center for every branch of the industry—raw furs, manu-

HUDSON BAY BEAVER  
See page 21





factured furs—for dressing and dyeing of furs; St. Louis is an important fur center, dominating the industry within its contiguous territory. New Orleans is the Southern fur center and Chicago dominates the mid-West and northwest. Canada being a most important fur-bearing country, its largest cities naturally maintain commanding positions as fur-distributing centers.

**Trapping Justified.**—In wild, unsettled sections animal life sustains itself, generally speaking, upon animal life. The stronger prey upon the weaker, and the means employed for trapping fur-bearing animals, under wise government regulation, is no more cruel, certainly, than the working of nature itself, as manifested in the continuous warfare between carnivorous animals.

Just as soon as virgin country is taken for human habitation, the pioneer is compelled to war against the larger predatory animals such as Wolves, Lynx, Bobcat, Coyote, and Panther, all of which prey upon smaller animal life, both predatory and nonpredatory fur-bearers.

As the numbers of these larger animals are reduced, the smaller ones naturally multiply prolifically. A litter of half a dozen young is quite average, generally speaking. The tiller of the soil is then obliged to decimate these smaller animals,

else the economic raising of poultry would become quite impossible.

City dwellers are particularly ignorant of the constant vigilance of stock-breeders, farmers and game-keepers, essential to the maintenance of live stock, poultry, and game birds. As a matter of fact, the smaller fur-bearing animals, which naturally prey upon ground-nesting and ground-feeding birds, multiply so rapidly as to discount the excellent work of the Audubon Societies in the preservation of bird life, but for the assistance of fur-trappers and fur-hunters.

The abolition of the steel trap has been long contemplated and generally discussed. But were such abolition to become effective, farmers and game-keepers would undoubtedly resort to the use of poisons in resisting the encroachment of the smaller fur-bearers upon their live stock; and from a humane standpoint such methods would be more wasteful and more cruel to wild animal life.

**Fur Supply.**—Although, as stated, the demand for furs is ever increasing, and admitting that some of the rarer species of animals are decreasing in numbers, the supply of furs bids fair to continue amply sufficient to growing consumption.

Due to the vagaries of fashion, some kinds of furs are from time to time neglected, which af-

fords nature an opportunity to replenish the supply. The supply of Sable, Wild Silver Fox, and natural Black Fox, also Sea Otter and Ermine, is admittedly gradually decreasing with incessant hunting and the encroachment of civilization upon their habitat. Nevertheless, the rigorous climatic conditions of these regions is not conducive to permanent habitation by man in sufficient numbers to scare away or exterminate these valuable fur-bearers. On the other hand, animals such as Muskrat, Skunk, Opossum, Raccoon, Mink, Mole, Rabbit, etc., thrive by poaching upon cultivated land. Some of the more valued species of fur-bearers are reared upon extensive wild farms, and beyond this we must consider the domestic fur-bearing animals such as Astrakhan, Chinese and Persian Lamb and Goat, which are easily bred to meet the demand.

A prevalent idea exists that skins known as Persian Lamb (Broadtail) are frequently taken from unborn animals. Though such skins are occasionally available, they are really too delicate for use. The youngest, known as "Baby Lamb," are killed when but a few days old. But the lambs must be from six to eight weeks old in order to develop a desirable curly fur. During this time the bodies of these animals are covered with can-

vas or cheesecloth to encourage the fur to develop in close tight curls.

The effort to rear wild fur-bearing animals in captivity is meeting with growing success. The climatic conditions, the food and the natural environment of these animals, are closely duplicated, and the results have been very gratifying.

**Where Obtained.**—In mountainous districts, and in the temperate zones good fur supply is available. Chinchilla and Nutrias, Jaguars, Ocelots, and Pumas, are obtained in South America. Australia and New Zealand furnish Opossums and Wallabies. Southern Europe and southern Asia furnish Martens, Foxes, and Otters, though of poorer quality than is received from Canada and the northern countries. Increasing demand is constantly finding a market for poorer qualities of furs which have been heretofore completely neglected. The art of the fur dresser and dyer produces good color effects, enhancing the value of these furs for practical use. Among these are Marmots, Ponies, Chinese Goats and Lambs, Hamster, Weasels, Kaluga, Monkeys, Antelopes, and Jackals from the warmer zones.

**How Obtained.**—Most wild fur-bearing animals are trapped or snared; rarely are they shot, as the value of the skin would be impaired if dam-

aged. Skins are carefully removed from the carcass as shortly after death as possible, to maintain a prime condition of the fur; they are then lightly tacked out, with the pelts outward. Exposure to the sun or heat is avoided, and the skins are permitted to dry. Excepting only Seal skins, which are pickled in brine, all raw skins are subjected to this simple drying process.

**Quality and Color.**—Animals killed at the height of winter afford the best quality and color of fur, and the colder the climate the better the fur. The finest furs are from the Arctic regions, and the lower the latitude the less full and silky the fur becomes; furs obtainable in torrid zones are harsh of hair, without underwool, although some of the fine furs such as Chinchilla, Mink, and Raccoon emanate from other than northern sections.

The amphibious fur-bearing animals, such as Seals, Otters, Muskrats, Nutrias, Beavers, offer the finest and closest fur-wool, the beauty of which is only appreciated after the stiff top hair is plucked; the belly fur is thicker than that of the back, while in respect to land animals, the reverse is true. There are two types of Seal skins—Fur Seals and Hair Seals. Hair Seals have no growth of fur under the stiff top hair and with few ex-

ception are therefore not killed for fur purposes. The best Fur Seals are known as Alaska Seals and are obtained on the Pribilof Islands; they are also found on the coast of Alaska and even as far south as San Francisco.

**Density of Color.**—Furs that come from wooded sections are darker than those coming from other districts, and the quality of the fur is softer and more silky. The most densely colored furs are Skunk or Black Marten and specially bred domestic Cats offer an almost black fur. Most Silver Foxes have dark necks, and some offer even a larger dark area, but in the main the skin is of a dark-brownish hue. Some Russian Sables are had in a bluish brown of such density as to be almost black. The best Otters have very dark fur, sometimes with silver hairs interspersed, adding value to the skin. The darker the fur of the Otter or the Beaver, the more valuable, generally speaking, and the same pertains to Silver Fox, Mink, Raccoon, Muskrat.

**Price and Value.**—Supply and demand govern the price of furs as they do that of other commodities. Possibly no other industry offers such marked and abrupt price fluctuations as does the fur industry. A skin that may command \$10 one season may be in high demand at \$15 or \$20 and more the

following season. A decided preference on the part of consumers for some particular type of fur may enhance its market price several-fold, even within the one current season. Price depreciation may be just as radical as price appreciation; a skin that may command \$15 or \$20 one season may be obtainable in ample supply at \$10 or \$15 and for even less, shortly thereafter.

In the instance of furs like Mink, Raccoon, Beaver, Muskrat, Skunk, and Fox, the price fluctuation is rather immaterial from season to season, because these furs have established themselves as the staples of the industry and enjoy recurrent demand from season to season. This is particularly true of the Muskrat, which, aside from its desirability in natural color, is largely in demand for dyed Seal color, known to the trade and to consumers generally as Hudson Seal. Seal-dyed Muskrat justly commands a dominant position for use in the making of fur coats. Present-day dressing and dyeing methods endow this fur with a beauty and a wearability which command public preference and which bids fair to continue indefinitely.

In like manner, Fox in its many varieties is naturally the preferred fur for neckwear and trimming purposes. This has always been the case and

will probably always continue to be true, because of the superior adaptability of this fur to these special purposes.

**Fur Auctions.**—The idea of establishing market value through the medium of the fur auction probably originated in London. Furs were received from every corner of the world and the sales held at stated times annually. During the World War a company was organized to conduct fur auctions at St. Louis, and subsequently another formed for the same purpose in New York and in Canada, and the auction sales held in these points largely determine market value at the time of the sales.

Raw furs are received by the auction company from everywhere and from whomsoever. Collectors of furs ship consignments, as do dealers, and as may even manufacturers in anticipation of profitable resale or to dispose of an overstock of skins.

All sales are made for cash and the purchasers must accept and pay for their goods within a restricted time after the sale.

All consignments received by the auction company are listed in a catalog under respective lot numbers describing quantity, quality, size, and section from which the furs emanate, within each



*Courtesy Fur Trade Review*

CHINCHILLA  
*See page 23*



of the lots. Prior to the advertised date of the sale, a number of samples representing the average quality of the lots are extracted and displayed for the examination of prospective buyers. These samples or so-called "Show Bundles" are ticketed with information bearing upon the quantity, quality, and size of the lots they represent. The interested public may then freely examine the various offerings and indicate upon their catalogs such lots which may seem interesting, with memoranda as to value or similar information for their guidance at the time of sale.

At the sale the lots are then offered by number, and the buyer may only be guided by his catalog and his own descriptions of the particular lots in which he is interested. The respective lots are then sold to the highest bidder. Lots may contain relatively few skins, particularly in the instance of very high priced pelts, and again lots may number thousands of skins.

In some instances the quantity of one type of fur of substantially the same quality is so large that they are divided into a number of lots, and such lots are frequently referred to as "strings." Each lot in a string may contain thousands of pelts and any buyer may buy any one of the lots or the entire string of lots as may suit his purpose.

**Grading of Furs.**—Graders and sorters of furs are necessarily highly paid workers. They must know furs thoroughly. The extent of their fur knowledge must be almost instinctive. Certain types of furs are received in the market unopened—that is, the fur inside and the leather outside. The fur expert must be able to actually determine the quality and color and market worth of the fur from the color of the exposed skin. In such cases even the flesh remaining on the skin is an aid to the determination of the quality of the fur.

Given a quantity of skins from a restricted area, and marked differences of quality and of size will prevail among them and they must naturally be sorted in accordance with the requirements of the trade. They must be graded as to quality of leather and fur; the leather may be ever so strong and pliable and the hair very poor or thin; or the leather may be tender while the fur is very fine.

Generally speaking, furs are graded firstly as to surface appearance, then as to size. Thus considering Muskrat for instance, used largely for dyeing Seal color (popularly known as Hudson Seal), the skins are sorted for surface quality into four grades: 1x, 2x, 3x, 4x; the last is the most desirable and to be so classed the skins must be absolutely perfect, free of shot, and free of any dam-

age whatever, and of a superior surface gloss. These grades must then be re-sorted for size, ranging extra-large, large, medium, small, and Kit. Foxes are graded firstly as to whence they come, *viz.*, Kamschatka, Labrador, Alaska, Nova Scotia, etc.; then as to size—large, medium or small; then as to quality. In the instance of Fox the section from which they emanate determines the fullness and luster of the Fur.

A description of fur-bearing animals useful to the fur trade follows, Chapter II.

## CHAPTER II

### A FUR DICTIONARY

**ALPACA.**—From the Northwestern part of South America; a relative of the camel family; usually black in color and often variegated with brown and white.

**ASTRAKHAN.**—See Lamb.

**BADGER.**—American varieties afford a very durable fur. Coarse thick under-wool with long black and white hairs. Asiatic including Japanese skins are more woolly. Russian and Prussian kinds are coarser and darker.

**BARUNDUKI.**—See Chipmunk.

**BASSARISK.**—Raccoon family. From the western part of the United States and Mexico. Fur is vari-colored and soft. Sometimes called Mountain Cat, Cat Squirrel, and Raccoon Fox, also Ringtail Cat because of black and white rings on its bristly tail.

**BEAR—Australian.**—See Wombat.

**BEAR—Black.**—From North America and elsewhere, the best coming from Alaska and Canada, and are exceedingly good wearing. The cubs



**CROSS FOX**  
See page 25

**RED FOX**  
See page 26

Common Name: Fox  
Latin Name: *Vulpes vulpes*

**SILVER FOX**  
See page 27



are nearly as long in the hair, although about half the size, and afford a softer, better, and lighter pelt than the full grown. East Indian black bears are harsh in fur and of poorer quality, and used, therefore, for floor rugs chiefly.

**BEAR**—Brown.—Similar in quality to the black bear but more limited in quantity. The best qualities come from the Hudson Bay sections. The colors range from a light yellow to a dark brown. Inferior qualities, usually very pale in color, are found in Europe and Asia.

**BEAR**—Grizzly.—Found in the western parts of the United States and Canada, in Russia and Siberia. The hair is coarse, usually dark yellowish and brownish in color; the pelt is heavy.

**BEAR**—Isabelline.—This is a species of brown bear found in India.

**BEAR**—White.—This is the largest of the bear family, inhabiting the Arctic Circle, the best coming from Greenland. The hair is short and close, though more sparse on the flanks. The color ranges from white to yellow. A very durable fur used mostly for floor rugs, the very white qualities being the most valuable.

**BEAVER**.—This is the largest of the Rodents and offers a close under-wool of bluish-brown color, nearly an inch in depth, and the top hair is

coarse. After being unhaired the darkest skins are the most valuable, though the bright brown tones are also in good demand. Beaver is found widely in North America. The Hudson Bay section affords the finest quality. Montana Beavers are lighter in color and not as full-furred as those from Hudson Bay territory. Beaver is one of the most durable furs.

BROADTAIL.—See Lamb.

CALF.—The young of the domestic cow, chiefly the European species. Hair short and coarse, with varying color.

CARACUL.—See Goats; Lambs.

CAT—Civet.—Largely American, though a few come from China, the latter being much less desirable. The under-wool is thick and dark and the top hair is silky black with irregular white markings. In appearance it is similar to Skunk, but much lighter in weight, softer and less full-furred, and is devoid of the disagreeable odor of Skunk.

CAT—House.—Mostly black and dark brown in color, emanating from Holland, Bavaria, Russia, and America, where they are reared for the trade. The best are from Holland. Of suitable weight and warmth, this fur is, however, inclined to become loose and to shed from friction.

The black are known as Genet, though true Genet is a spotted wild cat. The wild variety is coarser and not so silky as the domestic.

**CHEETAH.**—Member of the Cat family. About the size of a small leopard and very similar in color, with black spots instead of rings, as found on the leopard.

**CHINCHILLA**—Peruvian and Bolivian.—A small fur-bearer found in the mountain regions. The fur is long and very soft and fine; the color is a mottled blue-gray on the back and white underneath. The fur is very delicate but very beautiful.

**CHINCHILLA**—La Plata.—Commonly known as the “bastard Chinchilla.” It is similar to the Chinchilla of higher altitude, is smaller, with shorter and less beautiful fur; the under-wool is darker and the top color not so clear.

**CHINCHILLONE.**—From South America. The fur is longer and weaker and yellower than that of Chinchilla. It is probably a cross-breed.

**CHIPMUNK.**—Squirrel family from the United States, northern Europe, Siberia, and India. Reddish-brown fur with three mottled stripes on the back. The Siberian variety is Barunduki, similar to the American Chipmunk but has five stripes on its back.

COATI.—Raccoon family from Central and South America. Fur is red or brown in color with a ringed tail.

CONEY.—See Rabbit.

COUGAR.—See Puma.

COYOTE.—See Wolf.

COYPU.—See Nutria.

DEER.—Chinese and East Indian and are found in most countries. Small light skins mostly used for floor mats. The larger skins are generally used for glove leather.

DOG.—As applied to the fur trade—dog skins are from Mongolia and China. Some are heavy and coarse and others are fine long hair like Wolf.

ERMINE.—These come from Siberia and from America, particularly Canada; the best are from Ishim in Siberia. The pelt is light and durable; the under-wool short and even, with a slightly longer top hair. When caught in the height of winter the color is pure white, with a black tip at the tail.

FISHER.—The largest of the Martens, obtained mainly from British America; has a dark shaded deep under-wool with fine glossy strong top hair. The tails are almost black.

FITCH.—Sometimes called Polecat, and is of



*Courtesy Fur Trade Review*

**SILVER FOX**  
*See page 27*



the Marten species. Yellow under-wool with very fine and often dark top hair. The largest skins are from Holland, Denmark, and Germany. The Russian Fitch are smaller, but more silky and lighter in color.

**FOX**—Afghan.—Found in the tablelands of Asia. Long, soft, light-brown fur, with white tipped tail. Sometimes called Corsac.

**FOX**—Arctic.—See White Fox.

**FOX**.—Blue.—Found in Alaska, Hudson Bay territory, Greenland, and Archangel. The color is a slaty or drab tone; the under-wool is thick and long and the top hair fine, but not so plentiful as in other Foxes. The Greenland variety are more silky and of a smoky bluish color and are more valuable.

**FOX**—Common.—The best are from North America and the Arctic Circle. Found in Asia, Africa, and South America—but these are poorly furred and of little service, with the exception of those taken in the mountainous regions. Germany, Russia, and Norway produce considerable quantities. The color is anything from gray to red.

**FOX**—Cross.—The darkest and best come from Labrador and Hudson Bay, and the more ordinary qualities from Northwestern United States

and Russia. They average larger than the Silver Fox, with a pale yellowish tone with some silvery points and a darkish cross-marking on the neck of the skin. It derives its name from the fact that it is the result of an interbreeding between Red Fox and Silver Fox; it may be noted that the darker the Silver Fox the darker the markings of the Cross Fox. A derivative of interbreeding between Cross Fox and Red Fox is known as Bastard Fox, which is never as distinctly or as beautifully marked as the Cross Fox.

**FOX—Gray.**—The majority come from Virginia and the southern and western parts of the United States. From the West they are larger, with more fur of a brighter tone. It has a dark drab under-wool with yellowish grizzly top hair.

**FOX—Japanese.**—See Fox, Red.

**FOX—Kit.**—From South America. This is the smallest of Foxes. The under-wool is short and soft, as is also the top hair, which is pale and gray mixed with yellowish-white hair.

**FOX—Red.**—Nearly all parts of the world supply Red Fox. The under-wool is soft and the top hair is silky, long, flowing, and plentiful. The best come from Kamschatka and other sections of Russia, from Alaska, Canada, Sweden, Ger-

many. Australia and South America, China and Japan, are less important sources of supply, as to both color and quality. The colors vary from a pale yellow to a dark red; the brilliant Red Fox from Kamschatka is frequently called Blood Red to denote the depth of its coloring. These, incidentally, are the largest, silkiest, and finest of Red Foxes. Alaska, eastern Canada and northeastern United States likewise furnish brilliant Red Foxes, which are, however, not as full-furred as the Kamschatka variety. The deep-red-colored skins are used in their natural color, while the others are variously dyed in accordance with the demands of fashion.

**FOX—Silver.**—The finest come from Labrador; the farther south they are found the poorer and coarser the fur; the tail is marked with a white tip. The under-wool is close and fine, the top hair from black to silvery in color. The fur on the neck usually runs dark and in some cases the fur is black halfway down the length of the skin. In exceptional instances the whole skin is black; these are known as natural Black Foxes. The Silver Fox has ever maintained its dominance as the aristocrat of fur for neckwear, and because of its scarcity at one time commanded almost fabulous prices. One, two, and three thousand

dollars per skin was commonly demanded. Increased requirements induced the establishment of fox farms wherein these fur-bearers are bred under conditions as close to the natural as human ingenuity can devise. The supply of farm-bred foxes has naturally served to moderate the market value of Silver Fox skins, encouraging its popularity still further. Considerable study and experience have developed methods of breeding, feeding, care, and shelter and general treatment of farm-bred Silver Foxes, resulting in an almost automatic control over the quality of their pelts. Whereas the trapper must trust to good fortune for the quality of his catch, the breeder of the Silver Fox utilizes the pelt only when its condition conforms to his idea of perfection or market requirements. In effect, this has resulted in a standardization in the color and quality of farm-bred Silver Foxes, not possible of attainment under other conditions.

Currently, Silver Foxes that are half black are chiefly preferred, followed by those two-third black and one-third silver; then three-fourth silver and one-fourth black. In this relation it is interesting to consider that the breeder of Silver Foxes through his art and skill, as through the chemistry of the food he supplies,

may control with fair accuracy the color and hue of his product.

**FOX**—White.—Found in the extreme northern sections of Hudson Bay, Newfoundland, Greenland, Alaska, Labrador, and Siberia. The Canadian varieties are silky and inclined to a creamy color, while the Siberian are more woolly and whiter. Some are taken in China, but are poorer and yellowish. The under wool is of a bluish-gray color, but the top hair in winter is full enough to hide this color variation. When the under-wool is entirely white the skin is expensive because rare. This variety, though more delicate, is most beautiful and flattering and is easiest dyed to desired shades.

**GENET**.—A small white-spotted Cat coming from Europe; the obtainable quantity is rather small and the name is frequently applied to designate black Cats commonly used in the fur trade.

**GOAT**.—The Angora Goat from Asia Minor has curly, fleecy silk white wool; this species has been introduced into South Africa, but its wool is not quite so good. It is little used in the fur trade. Mongolian Goats have very soft silk under-wool, and after the long top hair is removed it is dressed and named Mouflon. The

color is a light fawn, but is so pale that it is easily dyed to any shade. Tibet Goats are similar to the Angora, and are used largely in white as well as in dyed colors for trimmings or neck-wear. The European, Arabian, and East Indian Goats are not used in the fur trade. Chinese Goats in black, gray, and white varieties are much in use; many are dyed and sold as Kit Caracul.

**GUANACO.**—This is a species of Goat from South America, especially Patagonia. It has a long neck and soft woolly fur; it is fawn-colored, with white flanks. The wool is similar to the Vicuna, but coarser and redder.

**HAMSTER.**—This is a rodent found in large numbers in Russia and in Germany; being very destructive, he is hunted continuously. The fur is very flat and poor, of a yellowish-brown color with slight markings of black. The pelt is light in weight.

**HARE.**—As known to the fur trade, these come from Russia, Siberia, and other Arctic regions. The fur is whitest when obtained in winter. The hair is brittle and not durable. It is dyed to a resemblance of other desirable furs.

**JACKAL**—Dog family.—Is found in India and in North and South Africa. The fur is gener-

ally poor and harsh and is used mostly for carriage rugs or similar purposes. Color is grayish yellow.

**JAGUAR.**—From Mexico and British Honduras. The markings are in irregular ring formation with a spot in the center. A limited supply suitable for floor rugs.

**KALUGA.**—See *Souslik*.

**KANGAROO.**—The larger-size Kangaroos, known as the "Red" and the "Great," are not frequently used in the fur trade, as the fur is harsh and poor, with no under-wool; these are tanned for leather uses. The Blue Kangaroo, Bush Kangaroo, Bridled Kangaroo, Wallaroo, Yellow Kangaroo, Rock Wallaby, Swamp Wallaby, and Short-tailed Wallaby are adaptable to fur uses. Many of the swamp varieties are dyed to imitate Skunk. The colors are generally yellowish or brown. The Rock Wallabies are bluish in tone, soft and woolly.

**KID.**—See *Goat*.

**KIT CARACUL.**—See *Goat*.

**KOLINSKY.**—One of the Marten tribe, coming from Siberia, Amur, China, and Japan; the best are from Siberia. They are light in weight; the under-wool is short and rather weak, but regular, as is also the top hair. The color is usually yel-

low but they are successfully dyed to substitute for other furs.

KOROVA.—Russian name for Calf skins.

LAMB.—Of chief interest to the fur trade when coming from Russia, Persia, and Afghanistan, known in the trade as Persian Lamb, Broadtail, Astrakhan, Shiraz, Bokharan, and Caracul; the public generally call these curly-haired types Caracul, while the flatter kinds are frequently known as Russian Broadtail and Broadtail Caracul. Russian Lamb is the finest and its value is in relation to the brightness and flatness of the curl; that that is dull or loose and coarse and flat is of less value. Broadtails are young Persian sheep and are killed before the wool has developed beyond the flat wavy state; they are light in weight and when of an even pattern and lustrous sheen are very costly. Though in high demand, it is a delicate fur. The so-called Caracul Lambs are the young of the Astrakhan sheep and the best of these are almost as effective as Broadtails, though not so fine in texture. Krimmers are gray Lambs coming from Crimea. They are similar to Caracul Lambs, but looser in curl, and are colored from light to dark gray; the best are pale bluish gray.

Mongolian Lamb has a short loose curl,



*Courtesy, Far Eastern Review*

**PERSIAN LAMB**  
*See page 32*



cream-white in color. Slink Lamb comes from South America and from China; the South American variety is small generally and has a very thin pelt with very loose small curls; the Chinese sorts are much larger. Generally speaking, when well stayed and interlined by skilled craftsmen, lambskin garments will render satisfactory wear.

**LEMMING.**—Rat family, coming from the Arctic Circle and northern Europe. Dark brown to black in color, mixed with a tawny hue on the back; yellowish white on the belly.

**LEOPARD.**—From China, Bengal, Persia, East India, and Africa. The best are from Africa, called Simolian Leopard, with deep soft fur, while the Bengal variety is flat and harsh of hair. Leopard is a good-wearing fur mainly used in the making of sports wear.

**LLAMA.**—Camel family, coming from South America; woolly hair, usually white, spotted with brown or black. Dyed in imitation of Wolf and Fox.

**LYNX.**—Found in North America as far south as California, also in Russia, Norway, and Sweden; the best are from the Hudson Bay section and from Sweden and Russia. The under-wool is thinner than in the Fox, but the top hair is fine,

silky, long, and flowing, of a pale gray slightly mottled with fine streaks and dark spots.

**LYNX CAT or BAY LYNX.**—Found in the United States and Russia and the few coming from Canada are of better quality; the skins are about half the size and depth of fur of the Lynx proper. The markings, color, and texture of the fur is similar to that of Lynx.

**MARMOT.**—A yellowish brown fur of the Rodent family found largely in northern Asia. Also in North America, Canada, and China, and the best emanate from Russia. The fur is rather harsh and brittle and has no under-wool. This fur is usually dyed a good dark brown and a dark stripe put on to resemble Mink or Sable.

**MARTEN—Baum.**—Sometimes known as the Pine Marten, coming from the mountains and wooded districts of Russia, Norway, Germany, and Switzerland. It has a thick under-wool, with strong top hair, and its color ranges from a pale to a dark bluish brown. They are very durable and are an excellent substitute for Sable.

**MARTEN—Black.**—See Skunk.

**MARTEN—Japanese.**—Of a woolly nature, with rather coarse top hair and quite yellowish in color. The fur-dyeing art has made this otherwise undesirable fur very useful.

**MARTEN**—Stone.—Similar in size and quality to the Baum Marten; the color of the under-wool, however, is a stony white, and the top hair is very dark, almost black. They are found in the rocky and stony districts of Russia, Bosnia, Turkey, Greece, Germany, and in the Alps countries. The best colors are from Bosnia and France. The Asiatic varieties are less woolly, but silky; Turkey, Afghanistan, and India produce Stone Martens of a poorer quality.

**MINK**.—The choicest Minks are native to America, though China, Japan, Russia, and other parts of Europe furnish less expensive qualities. The under-wool is short, close, and even; so is the top hair, which is very strong. The best qualities are very dark and come from Maine, New Hampshire, Vermont, northern New York, Nova Scotia, Labrador, eastern Canada. Minks from these sections are known as Eastern Mink. Less expensive grades are found in Minnesota and other mid-Western States; as also North Carolina and adjacent Southern States. The Russian Mink is brown in color and darker than the ordinary American Mink, but the fur is flatter.

From other sections of Europe the fur is a reddish brown color and inferior to the Ameri-

can species. Japanese Mink, sometimes called Itachi Weasel, is of a pale yellowish-brown color and is usually dyed for use. The Chinese Mink, called Chinese Weasel or Shantung Weasel, is similar to the Japanese Mink. Mink is prime when the animal is caught in the dead of winter. The fur is fullest to meet the climatic conditions and the color is darkest because of a lack of sun exposure. Minks obtained out of season are called stagy, when the fur is very sparse. The term Cotton Mink is applied to unprime Mink because the under-hair is of a white cottony hue. Cotton Mink is, of course, the poorest of Mink selections and is usually disposed of for linings.

**MOLE.**—These prevail in the British Isles and throughout Europe, likewise North America and Africa. The finest Moles are from the Fen district of Cambridgeshire and from Scotland, known as Scotch Mole, which possesses a short velvety fur, deep slate-blue in color. The Dutch Mole is richer than the Scotch but not so full and silky. American varieties are inferior. The African Mole shows a silver brownish cast on the back and resembles somewhat the belly of our Southern Muskrat. The Mole pelt is light in weight and of almost papery fineness,



*Courtesy Fur Trade Review*

AMERICAN PATTERN MINK  
See page 35



and owing to its small size from 200 to 400 skins are required for a garment.

**MONGOLIAN LAMB.**—See Lamb.

**MONKEY**—Black.—It is taken on the West Coast of Africa. The hair is long, very black and bright, but without under-wool.

**MONKEY**—White.—Similar to the black Monkey, but distinguished by long white hair.

**MOUFLON.**—A sheep found in Russia and in Corsica. Many Mongolian Goats with long hairs pulled are sold as Mouflon.

**MUSKRAT.**—A prolific rodent obtained in the United States and Canada, having a fairly thick and even brown under-wool and strong dark top hair of fair density. It is an extremely useful fur. The so-called Northern Muskrat, emanating from Canada and the northerly parts of the United States, possesses a fuller fur of a darker color and is generally used for dyeing Seal color, and is then commonly known as Hudson Seal. Southern Muskrats come from the southern part of the United States and are more adaptive to use in their natural color. The finest of Southern Muskrats are from Texas, and the so-called Texas tops are the finest full-furred and the choicest of Southern Muskrats. The natural color of Muskrat is brown, though there

is a black variety from Delaware and New Jersey. Muskrats also come from Russia, and these are distinguished by a silvery-blue shade of even wool and very silky top hair.

**NUTRIA.**—A rodent about half the size of the Beaver; known as Coypu. It is found in the northern part of South America, largely, and when unhaired offers less than half the depth of fur that the Beaver does; nor is the fur so close as that of the Beaver. With improved dressing and unhairing processes Nutria has become a useful fur for coats and for trimming purposes.

**OCELOT.**—Much like a leopard and prettily marked with stripes and oblong spots. Comes from South America and not in very large numbers.

**OPOSSUM—American.**—The best are found in the central sections of the United States, the finest quality coming from the State of Ohio. The under-wool is of a very close frizzy nature and nearly white, with long bluish-gray and black top hair. It also lends itself to effective dyeing and hence is very useful.

**OPOSSUM—Australian.**—Is quite different from the American. The top hair is so sparse and fine that it is hardly noticeable. The color varies

from a blue gray to yellow with reddish tones, depending on the section from which it is taken. Those from the vicinity of Sydney are light clear blue, while those from Victoria are dark iron gray and are stronger in the wool.

**OPOSSUM**—Ring-tailed.—Has a short, close, dark gray wool, in some instances almost black. It is light in weight and its usefulness is increasing.

**OPOSSUM**—Tasmanian.—Is similar to the Ring-tailed Opossum, but darker and stronger in the wool and larger.

**OTTER**.—The best Otter comes from Canada and the United States; that from northern Europe and northern Asia is inferior. The colors vary, some being dark and others almost yellow. The fur is extremely strong and so is the pelt.

**OTTER**—Sea.—A most beautiful fur and, unlike other aquatic skins, they need no unhairing; the fur being of a rich dense silkiness, with top hair soft and short. The colors vary from pale gray-brown to a rich black and occasionally show a sprinkling of silvery white hairs; the blacker the fur and the more regular the silver points, the more valuable the skin. This fur is durable and the catch is extremely limited.

**PAHMI**.—A relative of the Weasel family com-

ing from China. It is often called Chinese Stone Marten. The leather is heavy, and the top hair coarse. This is usually plucked and the fur dyed to resemble Marten, Sable, and similar furs. The under-fur, however, is too silky to stand hard usage.

**PANTHER.**—See Leopard.

**PERIVITSKI.**—See Fitch.

**PERSIAN LAMB.**—See Lamb.

**PONY or TARTAR FOAL.**—The young of the horse family, coming largely from the lower Volga regions in Russia and from the Siberian steppes. The hair is thick and more furry than the ordinary American horse. Colors are usually black or brown.

**PUMA.**—Is native to South America and similar to the lion in habits and color of coat. The hair is shorter, however.

**RABBIT.**—Hare family.—Emanates from Australia, New Zealand, Belgium, France, Germany, England, Asia. The fur is thick and fine. The natural colors are white, gray, tan, and mottled. Improving, dressing, and dyeing methods have developed this fur into the most satisfactory of low-priced furs for wearing qualities. As it readily lends itself to dyeing, Rabbit is used profusely in imitation of such furs as



*Courtesy Fur Trade Review*

A COLLECTION OF WHITE FOX SKINS ON DISPLAY



Squirrel, Seal, Beaver, Nutria, Chinchilla, Muskrat, Ermine, Leopard, and various other furs. It is called Coney in the trade, particularly when coming from European sections.

**RACCOON.**—Native to North America. The size, quality and color vary in accordance with the section from which it comes. It is a species of wild dog, with close affinity to the bear. The under-wool is deep pale brown, with long top hair of dark and silvery gray mixture of grizzly type; the best have a bluish tone and the cheapest are yellowish or reddish brown. A limited number are very dark and black and highly valued. The best skins come from the northern part of the United States; a smaller and poorer species is found in South America. Japan produces a similar animal in smaller quantities with very good and longer fur of light brown shade; it is often sold as Japanese Fox, but it more closely resembles the American Raccoon. Raccoon is used in most instances in the natural fur, and is decidedly a good-wearing fur.

**SABLE.**—American and Canadian. This is in reality a Marten. The finest skins are found in the Hudson Bay section and Alaska. It is a good wearing fur, often sold in the trade as Marten. Many are very dark and the majority are almost

as silky as the Russian Sable. The prevailing color is a medium brown and many are quite yellow; they are successfully tipped or blended to a close resemblance of Russian Sable.

**SABLE**—Chinese and Mongolian.—Similar to the Russian but are inferior in quality and color.

**SABLE**—Russian.—A species of Marten, but much more silky in the nature of its fur. The under-wool is close, fine, and soft and the top hair is regular, fine, and silky. In color it ranges from a pale yellowish shade to a rich dark brown, almost black with a bluish tone. The pelt is exceedingly fine and close in texture and, though of little weight, is very durable. The most valuable skins come from Yakutsk and Kamschatka in Siberia, particularly those with silvery hairs distributed over the skin; these latter are scarce. The paler skins from Siberian districts are frequently “tipped”—that is, the tips of the hair are stained dark so that only an expert can detect the deception, but this does not detract from its value or beauty.

**SABLE**—Crown.—This is a term used to denote the finest of Russian Sables.

**SALZFELLE**.—A term to distinguish Bagdad Lamb, a variety of Shiraz, sometimes known as Salt Persian Lamb, because dried in salt.

**SEAL**—**Fur.**—The Fur Seals, or Eared Seals, fall into two generic groups, the Northern Fur Seals, found in the North Pacific Ocean, and the Southern Fur Seals, chiefly confined to the South Temperate and Antarctic Seas. All the species are gregarious, and at the breeding-time resort to islands. Only one young is born to a mother in one season. While many different species have from time to time been described under various names, the actual number of species is limited, although the varieties are many, and some of them have undergone partial or complete extermination as the result of unregulated killing by irresponsible persons.

There are four species of Fur Seals recognized at the present time:

Alaskan Fur Seal.  
Russian Fur Seal.  
Japanese Fur seal.  
Southern Fur Seal.

Fur Seals of the Antarctic regions are found northward to Brazil and Chile.

*The Alaskan Fur Seal* is today the most important of all the Fur Seal family. It is the largest Fur Seal herd and is considered the finest in the world. The herd is the property of the

United States Government. From 1870 for a period of forty years the government leased the sealing privileges. In 1910 it took over the management of the herd and discontinued the leasing system. About two years later the Pelagic Treaty was made between the United States, Great Britain, Japan, and Russia for the purpose of discontinuing pelagic sealing and for the protection of the Alaskan herd. When the United States Government took over the herd in 1910 there were supposedly only some 133,000 seals in the herd, while today it contains over 800,000 animals, and since 1910 to date there have been approximately over 300,000 Seal skins taken. The building up of the Alaskan Seal herd by the United States Government in the past fifteen years is considered to be one of the finest pieces of governmental conservation of wild life that have ever taken place in the world. The herd today has a potential value estimated to be from \$50,000,000 to \$75,000,000. The credit for this is due to the former Secretaries of Commerce and to the Hon. Herbert Hoover, the present Secretary of Commerce, who has taken special caution in the conservation of this valuable property of our government. We are fortunate indeed to have had men of such

ability and good judgment as the Hon. Charles Nagel of St. Louis, former Secretary of Commerce and Labor, to whom much credit is due for the Pelagic Treaty; the Hon. William C. Redfield, who succeeded him and under whose wise and able administration the successful dressing, dyeing, and selling of the Seal skins in the United States was established, and the Hon. Joshua W. Alexander, who continued the careful guardianship of his predecessors. The Hon. Herbert Hoover has taken a keen interest in further building up the great Seal herd and the splendid work he has done to further increase its numbers ranks high in importance among his wise administration of conservation policies.

Since 1913 all of the United States Government Alaska Seal skins have been sold in the United States in the dressed and dyed condition, at public auction, so that every one is free to bid for the skins. The dressing, dyeing, and selling of the government Alaska Seal skins are done under contract for a period of years by the Fouke Fur Company of St. Louis. The dressing and dyeing of Seal skins is the most difficult of all furs. It requires at least three and a half months to dress and dye a Seal skin. During

this time the skin goes through more than 125 separate and distinct secret operations.

Most of the work is highly skilled handwork. First the skins are unhaired, which means the top guard hair is extracted, and this leaves the soft beautiful under-fur. The Fur Seal is a two-haired seal, and each of the guard hairs removed is like a miniature thermos bottle, sealed at one end, hollow, with a vacuum in the center. The structure of the soft under-hair is different from almost any other kind of fur. The process of dyeing this soft under-hair, the dye being an indirect vegetable product, penetrates the entire fiber, which gives it its fastness and permanent luster. In one of the finishing processes the skin passes through a hand machine to remove any of the guard hairs that might be left. This leaves the fur as soft as swan's-down and gives that liquid sheen for which Seal skin is famous.

Great improvements have been made in the dressing and dyeing of Seal skins by the Fouke Fur Company in the past five years. The very light, supple pelts and the lustrous, rich, fast color of the dye have been greatly admired by the fur trade, as well as the public. The color of Fur Seal skins was for a great many years dyed

only in black, but two new colors were introduced in recent years, one called *châtaigne d'or* (golden chestnut), the other a darker and rich shade of brown called *bois de campêche* (log-wood brown). The introduction of these two colors in Fur Seal skins gives them a new interest and wider usage.

Next to the Alaskan Seal is the Japanese and Russian Seal, both of which abound in the northern Pacific waters not far from the Alaskan herd. The Japanese Government is doing good work in conserving its herd, and in some ways is following out the same principles adopted by the United States Government in conserving the Alaskan herd. The Russian herd frequents the Commander, or Copper, Islands, while the Japanese herd frequents the Roben Islands. The Fur Seals in the Antarctic region produced a seal at one time known as the Shetland Island Seal, which had a beautiful skin quite long in nap and very silky. This variety has become almost extinct. The other varieties are those taken on the Lobos Islands off the coast of Uruguay and Cape Horn. This herd receives little or no governmental supervision and it is believed to be decreasing in number annually.

Next in importance, as a herd, to the Alaskan

Seal, is the South African Seal, the distribution of which is around the Cape of Good Hope, Crozet Island, and waters lying off the coast of South Africa. The Cape of Good Hope Seal, when properly dressed and dyed, makes a very attractive skin, although the nap is not so long as the Alaskan Seal, nor is it as dense in fur.

*Philippi's Fur Seal*.—This seal is known from the islands of Juan Fernandes and Mesa-fuera, off the coast of Chili.

*Slender Fur Seal*.—This Seal is found in the southern Pacific Ocean and is also recorded from Brazil, but nothing definite is known about its abundance or habits, and it may be only a form of the Southern Fur Seal.

There are other varieties of Fur Seals but the numbers are so small that they are unimportant to the industry. Many great herds have been extinguished. There are evidences of herds in the Pacific Ocean amounting to 3,000,000 or more that have passed on forever because of the ruthless destruction of mankind.

The Fur Seal skin has for generations been of great value to mankind. The Alaskan Seal skin, especially as it is dressed, dyed, and finished today, is one of the most beautiful and serviceable of all furs. The genuine Seal skin is pro-



Courtesy U. S. Biological Survey

AMERICAN MUSKRAT  
*See page 37*



verbial for its fine wearing qualities. It is easily repaired, and after a number of years' wear can be redyed and made to look almost new.

**SEAL**—**Hair.**—These seals are found on the sea-shore of all parts of the temperate and colder parts of the world, and several species inhabit inland lakes and seas. All of them have strong social instincts; some are gregarious only during the breeding season; some go in large herds at all seasons. The breeding-grounds vary with the different species, some of them hauling out on the rocky shores of the mainland, some on rocky islands, some on ice floes. As a rule, only a single young is brought forth in a year, and the young seals take to the water reluctantly and have to be taught to swim by their parents.

There are many varieties of Hair Seals.

The common Hair Seal, or Harbor Seal, sometimes called the Leopard Seal, inhabits the north Atlantic from North Carolina and the Mediterranean Sea to the Arctic regions; and the northern Pacific from Southern California and Kamschatka to Arctic regions. The adult male reaches a length of from five to six feet, the females being somewhat smaller. The color is variable. The usual color is yellowish gray above, with irregular dark spots; yellowish white

below, with small spots of dark brownish black. Sometimes the color is uniform brownish yellow or dark gray above, and pale yellowish white below, without spots. The Harbor Seal gets its common name from its fondness for harbors, bays, inlets, and fjords and is the only Hair Seal at all common on the coasts of the United States. The Harbor Seal is of comparatively little economic importance, owing to its relatively small number and to the difficulty of capture.

**SEAL**—Harp; Greenland; Whitecoat (young); Saddle-back.—This group inhabits the north Atlantic, the Arctic Sea and north Pacific. Occasionally some have been seen on the New England coast of the United States. The adult male is five to five and a half feet long; the adult female is about one-fourth less. The general color is grayish above with yellowish-white below, and the color changes according to age. When born on the ice it has a soft dense coat of all white or yellowish-white fur, and is known as the Baby Seal, or Whitecoat. It differs from the Alaskan Seal in that it is born on the ice and with a soft white coat of fur; whereas the Alaskan Fur Seal is born on land with only black hair. After twenty-five days the pup slides off the ice into the water to

hunt food for itself. It then begins to lose its soft white coat, which is replaced by hair of grayish and yellowish color, with dark brown irregular spots. At about three years of age its spots gradually change and are welded into a black harp that extends along the back from about the shoulder to the tail.

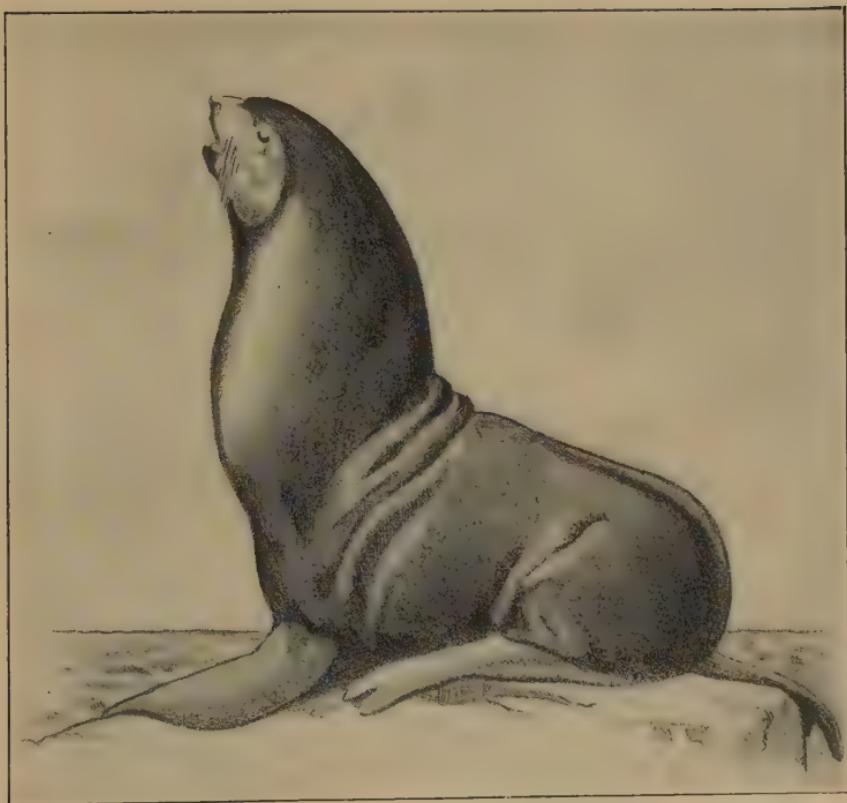
The Harp Seal is the most valuable of the Hair Seals because its skin has a commercial value and it also renders a valuable oil, and besides it occurs in greater number than any other Hair Seal and has for centuries supported an important industry carried on for the skins and oil.

**SEAL—Baby.**—This hardy little animal is the young of the Harp Seal. It is born on the great ice floes of the north Atlantic and Arctic oceans. It is known in the trade as the Baby Seal, or Whitecoat. Many years ago it was called Wool Seal by some in the trade, but this was a misnomer. There is no such animal as a Wool Seal, as the only animals producing wool belong to the sheep and goat family. It was given that name twenty-five or thirty years ago. Today the dressing and dyeing is so perfect that the skin becomes soft and pliable and the fur is straight and is dyed in beautiful and becoming colors. It has

been accepted by the fur industry as a new addition to the furs in use today. Its wearing qualities are exceptionally good. It might, however, if worn in rainstorms, or if it gets wet several times, curl in a similar manner to beaver and nutria, but this curl can be readily taken out by proper ironing. The leather of the Baby Seal skin is young and by nature is porous; sometimes when the pelts are fleshed a little too closely the pelt will tear. But this is easily overcome by staying throughout the armholes, sleeves, and across the back. It is used for trimming cloth coats and other garments.

**SEAL—Baikal.**—Found only in Lakes Baikal and Oron, in the interior of Siberia. It is supposedly the descendant of a marine race that inhabited the region when Lake Baikal was a part of the Arctic Ocean. Its markings are similar to the Ring Seal, but the coat is more uniform in color. They abound in only small quantity and are of little or no importance commercially.

**SEAL—Caspian.**—Found in only the Caspian and Aral Seas. It resembles the Ring Seal in markings, but differs in color. The hair is stiff and not of uniform smoothness. The natural color is yellowish gray, with variegated spots to a more or less degree. These seals have been



*Courtesy Fur Trade Review*

ALASKA SEAL

*See page 43*



hunted for their skin and oil. They abound in fairly large numbers, but are rapidly being depleted.

**SEAL—Gray.**—These seals are confined to the north Atlantic, ranging southward as far as Nova Scotia and British Islands. They are silvery gray, ash gray, or dusky gray, with obscure dark spots. The length of the adult male is eight to nine feet; female, six and a half to seven feet. This seal is found in only limited quantity, near Iceland and around the Gulf of Bothnia; it is seldom seen near the coasts of Greenland or eastern North America. On account of its greatly reduced number, it is of no great importance commercially.

**SEAL—Hooded; Crested.**—This seal is found in the colder parts of the north Atlantic and Arctic oceans, ranging southward as far as the Gulf of St. Lawrence and Norway. Its color above is bluish black, lighter on the sides and below, thickly colored with small irregular yellowish and brownish spots. The length of the adult male is seven to eight feet; female, about seven feet. The head is small, and the male has a movable muscular bag on top extending from muzzle to behind the eyes. The bag, or sac, which is capable of inflation, is twelve inches

long and nine inches high when fully distended. This is used to buck the ice and make ice air holes from underneath. Like the Harp Seal, this species is pelagic and migratory. It prefers the drifting ice of the high seas and rarely, if ever, resorts to the shore. Its breeding-places are in the great ice fields of the north. Its skin is used principally for leather and it renders a valuable oil. It is born on the ice with a soft white fur which changes to blue on the back and white below. It therefore gradually undergoes continuous change until adult age, varying in spots and color according to its age.

**SEAL—Ribbon.**—This is one of the most beautiful Seals, but is very scarce. It is found in the Bering Sea and around the Aleutian Islands, Okhotsk Sea and islands of the east Asiatic coast, north of Saghalien.

**SEAL—Ringed; Marbled.**—Found in the north Atlantic, northern Pacific, and Arctic oceans. Its color is blackish brown above, lighter on the sides, yellowish white below, the upper parts with large white oval spots with dark centers. The nose and the ring around the eyes are black. The adult male is about five feet in length; the female slightly smaller. This is a more northern species, but it frequents bays and fjords filled

with firm ice. It is seldom seen in the open sea. They are too small in quantity to be of any importance commercially.

**SEAL**—**Tropical**.—A small Hair Seal found along the coast of Peru and Chile up as far as the equator; it is known in the trade as the Rock Seal. When young it has a fine moiré marking, but as it gets older it loses the moiré effect and turns into a flat short-haired Seal, light brown in color, with irregular small gray spots. The older skins are used mostly in the leather trade. The young moiré skins make attractive garments. The wearing quality is not so good as the other Hair Seals and Baby Seals.

The wearing qualities of the various kinds of Hair Seals are above the average, and on the whole may be considered quite satisfactory. They can also be repaired by the replacement of skins of the same color, on the worn spots. The Hair Seal is a flatter fur than the Baby Seal skin, or Whitecoat, but when properly dressed and dyed lends itself to the making of attractive coats and trimmings.

**SHIRAZ**.—See Lamb.

**SKUNK**.—These are of the Weasel family and are found widely throughout North and South America, the South American species being

small and coarse and generally brown in color and by no means as desirable as those from the North. The best skins come from New York State, Connecticut, northern Ohio, Michigan, and Minnesota. The under-wool is full and fairly close and glossy, with flowing top hair. The majority have two stripes of white hair extending the whole length of the skin. Skins to be prime must be obtained in the height of the winter season. When trapped too soon the skin is blue-pelted; if too late the fur becomes "singed."

**SLINK.**—See Lamb.

**SOUSLIK.**—This is a small rodent found in the south of Russia and also in parts of America. It has very short hair and but for the fact that it is frequently dyed to resemble other furs would be of little use except for linings. It is known as Kaluga when imported in ready-made linings from Russia.

**SQUIRREL.**—The best varieties come from Russia and Siberia. There are numerous other species found in different parts of the world. The back of the skin has an even close fur varying from a clear bluish gray to a reddish brown in color; the bellies are the flat quality in white or yellowish color. The pelts, though light in





weight, are tough and durable. The most select and expensive Squirrel is blue-gray in color; the medium gray and the light gray are also desirable for use in their natural color. A large proportion of Squirrels are streaked yellow or red and these are dyed or tipped to shades conforming to popular demand.

**TIBET LAMB.**—A long, fine, silky, curly fleece of a creamy-white color. It is used largely for children's wear, and can likewise be electrified to imitate Fox.

**TIGER.**—Comes from India, Turkestan, China, Mongolia, and the East Indies. The coat is a dark orange-brown with black stripes, and the hair rather short. Those from the north of China are largest and have long soft hair of delicate brown, with white flanks marked with black; these latter are very scarce and much more valuable.

**VICUNA.**—This is a species of long-necked sheep native to South America; it resembles Guanaco, but the fur is shorter, closer, and finer. The color is pale golden brown. This fur can also be dyed in various colors to imitate Fox, and is very desirable for trimming purposes.

**VISCACHA.**—Chinchilla family, coming from Argentina. Long, large, bristly hair with little

under-fur; the tail is bushy and tufted; the color is gray on the back, mottled with darker shades, and on the under parts is yellowish white in color. Dyed to imitate Marmot.

**WALLABY.**—See Kangaroo.

**WEASEL.**—A fur secured almost everywhere and is closely related to Ermine. Its color varies with the section from which it comes, and in cold climates its color changes with the season. Weasels in winter dress are white, and are often sold as Ermine; as such they are frequently called Stoat, a name sometimes applied to Ermine as well. Good American Weasel is preferable to a poor Russian Ermine. The Weasel and Ermine undergo color changes in keeping with the season—from white in winter to light brown in summer; the belly fur, however, is continuously cream-white. The term Summer Ermine applies to the light brown varieties.

**WOLF.**—Found throughout a wide range of North and South America, Europe and Asia. Good supplies come from North America, Siberia, and China. The best are full-furred, a pale bluish gray with fine flowing black top hair, and are obtained from the Hudson Bay section. The finest Wolf skins are full in the

fur, fluffy and silky. Wolf is one of the best wearing of the long-haired furs, though friction is injurious to the flowing top hairs.

**WOLVERINE.**—Native to America, Siberia, Russia, and Scandinavia, and of the nature of a bear. The under-wool is full and thick, with strong bright top hair. The color is of a brown shade, the center being an oval dark saddle edged with a pale tone, becoming darker toward the flanks. The darkest and least coarse are the most valuable. Wolverine is decidedly the most durable of long-haired furs.

**WOMBAT or AUSTRALIAN BEAR.**—The fur is of a light gray or brown; the under-wool is close and thick, without any top hair, with a rather thick spongy pelt; often called Australian Badger because of its color, and is frequently dyed to resemble more expensive furs.

## CHAPTER III

### TRUTHS ABOUT DRESSING AND DYEING FURS

Dressing is the process whereby raw furs are made usable to the fur trade—a process akin to the tanning of hide for leather.

Dyeing is the process whereby the dressed furs are made suitable and beautiful and to conform to fashion's preferences.

**Dressing.**—The processes of dressing and of dyeing may only be generalized herein, as respective dressers and dyers maintain their "tricks-of-the-trade" as valuable secrets. Furs generally are so sensitive that often the slightest variation in their handling or in the materials employed in their dressing or dyeing produces considerable difference of quality and appearance, so that naturally, when an artisan discovers a better method, whether through experiment or accident, he most zealously guards his secret.

**Processes.**—Generally speaking, however, the dressing processes are as follows: (1) The skins are dampened on the flesh side with salt water, after which they are left to soften for a period

of hours. (2) The skins are placed in a treading machine where they are tramped or pounded for the necessary length of time. (3) The pelts are moistened with a mixture of sawdust and salt water and permitted to so remain from six to twelve hours or more, depending upon the nature of the pelt. (4) The skins are fleshed—that is, a skilled workman employing a tool removes the flesh particles, being careful to avoid injury to the skin. (5) Skins are stretched and hung to dry. (6) When thoroughly dried the skins are moistened on the leather side and permitted to remain so for a number of hours. (7) Skins are brushed on the leather side with animal fat, butter, or oil and laid out for a sufficient number of hours. (8) Skins are placed in treading machines, where they are worked for hours until thoroughly soft and pliable. (9) Skins are thoroughly stretched in every direction. (10) The cleaning process then takes place, whereby several hundred skins are placed with veneer sawdust in revolving drums, exposed to heat. They are revolved for some three or four hours, during which the sawdust will have completely absorbed the grease. (11) The skins are placed in a beating drum for several hours, and on removal are beaten with rattans and then frequently cleaned with a comb.

These processes are, of course, varied to suit the special needs of respective furs. In some instances, for the finer furs, some of the machine processes must be substituted and hand-work almost entirely employed. But this résumé of the fur-dresser's job reflects the extensive amount of work and care necessary to the preparation of even the cheapest of furs.

*Dyeing: Dyed Furs on a Par with Natural.*—Time was when dyed fur was held in poor repute. The dyeing process would injure the pelt; the hair would shed more readily; the dye would not prove permanent. Nowadays furs that are dyed in America, to desirable shades or to resemble more desirable furs, are held on a par with the natural. No more is the dyer blamed for faults natural to unprime skins or to carelessness in the dressing of skins.

*Expands Fur Uses.*—The American fur dyer must be credited with having broadened both the quantity and the variety of usable furs. Furs which until recently were of little or no value for wearing apparel have assumed extreme importance through the aid of the fur dyer's art. Likewise furs that have heretofore been of limited usefulness have become adaptive to almost every fur use and purpose. For instance, Kolinsky—a

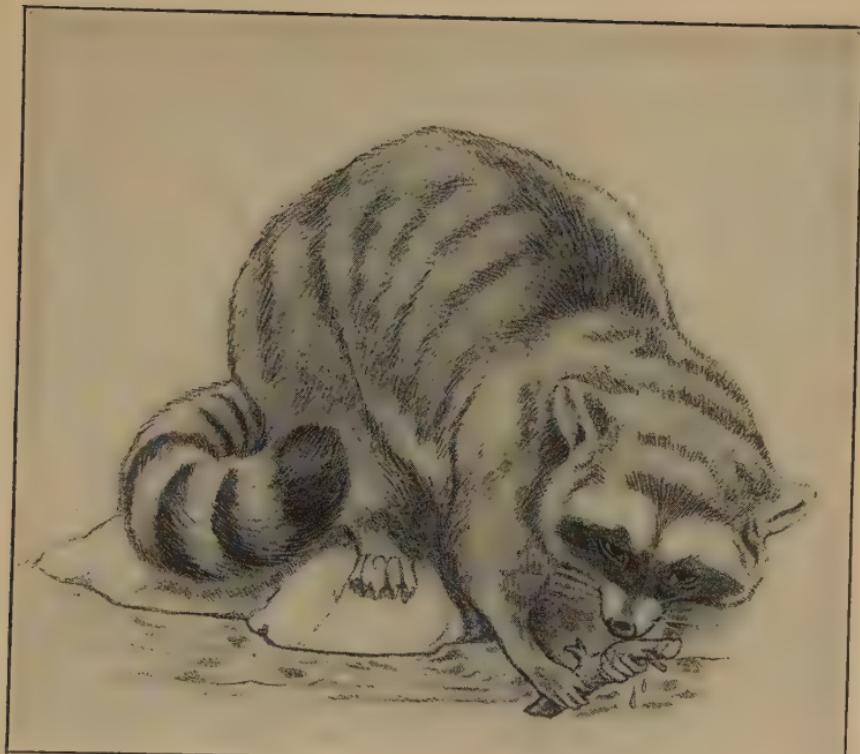
fur of decidedly ungainly natural color, is suitably dyed to resemble closely the high-priced Sable or Eastern Mink or Baum Marten, thus conferring the boon of beauty upon a larger mass of people. The same may be said of German or Russian Fitch, which is now paraded as Sable or Fisher or Baum Marten. The common White Rabbit known to the trade as Coney is masqueraded as Squirrel in various shades of color, as well as in the guise of Seal, Beaver, Ermine, Mole, Leopard, and other furs. American Broadtail is a relatively cheap South American Lamb skin, and until recently was unadapted to fur purposes. Today millions of these skins find a demand in a ready market. Souslik, sometimes known as Peschaniki, a cheap fur of relatively little use heretofore, is cleverly dyed to resemble Muskrat, Mink, and even Sable, as well as other furs. Pahmi, until recently unknown and unusable to the fur trade, is now processed and dyed to simulate the color of Beaver, Nutria, Fitch, and an endless number of similar furs.

Japanese Mink, which, because of its yellow coloring, is of little use in its natural state, is dyed to resemble Baum Marten, Sable, and Mink. Pale Baum Marten and Hudson Bay Sables, which nature presents to us in dissimilar colors, are now

made uniform by blending precisely, to appear as Russian Sable.

*Foreign Dyeing.*—Until recent times foreign fur dyeing was considered superior to that done here. Certain foreign centers were recognized as most capable and adaptable to the dyeing of certain types of furs. For instance, Weissenfels in Germany was considered supreme in the dressing of Squirrels. It was supposed that the natural clays and salts available there were responsible for the beauty of their product. French-dyed Rabbit was held at a premium, and, similarly, furs generally were dressed and dyed abroad for manufacturing consumption here.

*American Rivalry.*—Today the American dyer asks no odds of his European rival; he produces as beautiful coloring, as permanent a luster, as his foreign rival and is as progressive in the development of new coloring processes. He has so far perfected his methods as actually to improve the quality of the natural fur, aside from adding much to its natural beauty. The methods employed by the fur dyer vary just as in the case of the fur dresser, and of course the various furs require dyeing treatments particularly suited to their nature; more so, in fact, than in the dressing processes.



*Courtesy Fur Trade Review*

AMERICAN RACCOON  
*See page 41*



*Imitation.*—The dyer's art is largely responsible for the public confusion as to the various kinds of furs and their qualities and value. Names are applied to relatively cheap furs to suggest better and more expensive furs. This is done, initially, not to deceive the public, but to indicate the fur that has been imitated. Unscrupulous dealers frequently take advantage of an unsuspecting and uninformed public, and no fur treatise is therefore complete without an enumeration of the prevalent furs dyed to resemble the scarcer or more expensive types.

*A Listing of Furs Dyed in Imitation of More Expensive Varieties.*—The trade name is followed by the name of the actual fur employed:

American Broadtail—Processed Lamb.

Arctic Seal—Rabbit.

Australian Chinchilla—Australian Opossum.

Australian Coney—Rabbit from Australia.

Australian Fisher—Wallaby.

Australian Seal—Rabbit.

Baby Seal—Improved Wool Seal.

Baffin Seal—Rabbit.

Baltic Black Fox—Coney.

Baltic Brown Fox—Coney.

Baltic Leopard—Australian Rabbit.

Baltic Lion—Australian Rabbit.

Baltic Red Fox—Red Australian Coney.

Baltic Seal—Rabbit or Nutria.  
Baltic Tiger—Australian Rabbit.  
Baltic White Fox—White Coney or White Belgian Hare.  
Bay Seal—Rabbit.  
Beaverette—Rabbit.  
Belgium Beaver—Rabbit.  
Belgium Lynx—Black Manchurian Dog.  
Black Alaska Fox—Fox.  
Black Hare—Rabbit.  
Black Lynx—Lynx, dyed black.  
Black Marten—Skunk.  
Black Poiret Fox—Manchurian Dog.  
Blue Japanese Wolf—Goat.  
Blue White Fox—White Fox.  
Bluerette—Rabbit.  
Buckskin Seal—Rabbit.  
California Mink—Ring-tail Cat.  
Canadian Marten—Fisher or Hudson Bay Sable.  
Cape Seal—Fur Seal.  
Castorette—Rabbit.  
Chapchillas—Chinchilla-dyed White Coney.  
China Bear—Chinese Goat.  
Chinchilla Squirrel—Squirrel.  
Chinchillette—Rabbit.  
Chinese Lynx—Goat or Dog.

Chinese Wolf—Chinese Dogskin.  
Chinola—Mottled Squirrel to imitate Chin-chilla.  
Coast Seal—French Rabbit.  
Coney Beaver—Rabbit.  
Coney Leopard—Coney or Rabbit.  
Coney Mole—Coney.  
Coney Seal—Rabbit.  
Dipped Martin—Skunk.  
Electric Mole—Rabbit.  
Electric Nutria—Rabbit.  
Electric Seal—French Rabbit.  
Ermiline—White Rabbit.  
Erminette—White Rabbit.  
Far Eastern Mink—Marmot.  
Florida Mink—Marmot.  
Flying Fox—Japanese Flying Squirrel.  
Fox Hair—Hare.  
French Beaver—French Rabbit.  
French Chinchilla—Hare.  
French Leopard—Hare.  
French Lynx—Wild Cat.  
French Mole—Rabbit.  
French Sable—Rabbit.  
French Seal—French Rabbit.  
French Wolf—Siberian Goat.  
Giraffe Kid—Kid.

Hair Fox—Hare.

Hair Sable—Hare.

Hudson Bay Sable—American Marten.

Hudson Bay Seal—Rabbit.

Hudson Seal—Muskrat.

Hudsonia—Muskrat or Nutria.

Iceland Fox—Tibet or Iceland Lamb.

Kit Coney—Australian Rabbit.

Le Meuse Seal—Rabbit.

Linette—Ring-tail Cat.

Loutrine—Muskrat.

Lykkoon—Mediterranean Sheep to imitate Raccoon.

Manchurian Black Fox—Manchurian Dog skin.

Manchurian Poiret Fox—Poiret or Manchurian Dog skin.

Mandel—Mediterranean Sheep.

Mand-o-Coon—Raccoon-dyed Lamb.

Marcoon—Marmot to imitate Raccoon.

Mar-Konie—Marmot-dyed Rabbit.

Marmink—Mink-dyed Marmot.

Mendoza Beaver—Rabbit.

Minkony—Mink-dyed Coney.

Molin—Mole-dyed Rabbit.

Moline—Mole-dyed Rabbit.

Muskratine—Coney.



*Courtesy Fur Trade Review*

SIBERIAN SQUIRREL  
*See page 56*



Near Seal—French Rabbit.  
New Zealand Seal—Rabbit.  
Nippon Mink—Japanese Mink and Chinese Weasel.  
Northern Seal—Rabbit.  
Nu-Nutria.—Japanese Rabbit.  
Nutria Beaver—Nutria.  
Nutria Seal—Nutria.  
Nutriette—Rabbit to imitate Nutria.  
Polar Seal—Rabbit.  
Polo Seal—Rabbit.  
Red Silver Seal—Rabbit, Muskrat, and Coypu.  
River Mink—Muskrat.  
River Sable—Muskrat.  
Roman Seal—Rabbit.  
Russian Black Marten—American Opossum.  
Russian Brown Marten—American Opossum.  
Russian Taupe Fox—Rabbit.  
Sabeline—Squirrel.  
Sable Fox—Red Fox.  
Sable Hair—Hare.  
Seal Musquash—Rabbit.  
Sealette—Rabbit or Nutria.  
Sealine—Australian Rabbit.  
Sitka Fox—Red Fox.  
Sitka Silver Fox—Red Fox (pointed).  
Skunk Opossum—Opossum.

Skunk Raccoon—Raccoon.  
Snow Flake Weasel—Rumanian Suslik.  
South American Beaver—Nutria.  
Squirrelette—Rabbit.  
Squirreline—Rabbit.  
Sydney Raccoon—Wallaby.  
Twin Beaver—Rabbit.  
Visonette—Rabbit.  
Wallarine—Hyrax.  
Wolfox—Manchurian Dog.

*Blending*.—Blending is a phase of the fur dyer's art with which few are familiar. Its purpose is to perfect the transformation of certain types of fur to resemble the more expensive of their kind. Hudson Bay Sables, Russian Sables, Baum Martens, and Minks are often obtained in the less desirable light colors, and these are "blended" by hand coloring to a more desirable color tone without actually dyeing the top hair.

*Pointing*.—Mention is in order of the "pointing" process which refers to the insertion of white hairs upon Fox skins or Sable skins, to secure the effect of Silver Fox or natural Sable. These hairs are attached by hand directly to the skin's surface, and when properly done by skilled workmen the inserted hairs will remain permanently, and prove of equal durability to the natural hair of the fur.

*Sterility.*—It is perhaps well to dissipate the superstition that chemicals used in the dyeing of furs may be responsible for skin infections or similar inconveniences. There can be nothing so untrue. The dressing and dyeing processes, on the contrary, sterilize the pelt and the fur completely, and dyed furs may therefore be worn with absolute assurance as to their sanitary condition.

*Testing Fur Quality.*—A word is in order as to the detection of dyed skins from the natural. There is only one infallible method of recognizing a dyed fur from an undyed, and that is by an examination of the color of the skin. In its natural state the skin proper is flesh white and nothing else, with the exception of Alaska Seal which is golden-hued, and so is that of the Hudson Seal, which is Muskrat, dyed. In short, the dye-vat treats hair and skin alike, and hence the skin of dyed furs is changed from the natural color. Invariably, therefore, when the skin proper is other than flesh white (excepting only Seal and Seal-dyed fur) the fur has been dyed.

Despite the perfection of the dyer's art, which in effect may improve the quality of skin and fur alike, careless dyeing will of course impair the life of the skin. To determine whether a skin has been well dyed, one need merely stretch it gently;

if it stretches softly, somewhat like the skin on the back of the hand, and is pliable, it is a well-dyed skin. If it cracks or emits a feeling as though a seam were about to rip, the skin has either been fleshed too closely or hardened in the dyeing process. In such event, the skin will soon rip or crack, and will certainly not give reasonable wear. It may presently be reinforced with some substance or other, but in due course stress at the point of weakness will rip the fur.

**RUSSIAN SABLE**  
*See page 42*





## CHAPTER IV

### TRUTHS ABOUT THE MAKING OF FUR WEARABLES

**The Furrier's Art.**—A furrier must of necessity have a good eye for color and a well-developed artistic sense. The value and application of the fur to its purpose depend on nothing so much as color. In addition to this the skilled furrier must be able to determine the actual condition of the fur. He must know through experience whether a skin is sufficiently soft and strong after the dressing, and whether the hair is in the best condition of strength and beauty.

The beauty of a fur garment, and its wearing qualities as well, depend on nothing so much as upon the artistry of the craftsman. Relatively poor furs may be developed into things of beauty through the manipulation of the skilled artisan, whereas furs that are intrinsically fine and costly may result in a garment of unattractive character and poor wearing quality, due to the incapacity of the worker.

**A Work of Art.**—A fur garment must be truly appraised and appreciated in the same light as a

work of art, a painting, or piece of artistic sculpture. Whereas one painter may produce a subject on canvas true to accepted technique and formula, another will exceed this accomplishment through the spirit of his art, and figuratively inject a breath of life into his subject, while utilizing no other tools or materials than those employed by the less inspired artist. And so it is with the fur artist. With the same materials and the same tools precisely, the skillful inspired furrier will produce a thing of radiant beauty, a thing of quality and outstanding value, while the less competent worker will produce nothing more than a fur garment of nondescript character.

**How Made.**—In the making of fur wearables, generally speaking the skins are first matched and cut, then sewn together into sections—back, fronts, sleeves, collar, cuffs, etc. The skin side is wetted and the sections nailed over the pattern so that they dry to the intended shape. The cutter must possess highly technical skill. He can make a skin longer or shorter, wider or narrower; he can turn two skins into one or one into two, without visibly interfering with the flow or quality of the fur. After the sections are dried they are sewn together, then lined and finished.

Most every type of fur commands an individual

process of manufacture, in keeping with the nature of the fur. These processes are being continually improved and the ingenuity of the maker is responsible for constant improvement in the beauty and quality of fur wearables.

To illustrate the special manipulation required for various types of furs we particularly describe Mink, from among the striped furs; Hudson Seal (dyed Muskrat) as a popular coat fur; Southern Muskrats to exemplify furs used in their natural coloring; and Fox as the outstanding scarf and trimming fur.

**Striped Furs.**—Furs like Mink, possessing a definite stripe, require great care to assure a correct alignment of the stripe. To assure absolute accuracy and freedom from perforations, Minks are pinned over the pattern. Each individual skin must be rematched side by side and conforming to the pattern of the particular garment; then the section is shaped to the pattern and pinned thereon; then the sections are sewn together and the garment is squared to the required size. It is then taped to retain its shape; interlined; lined; finished; glazed; ironed; combed; beaten and thoroughly examined to assure its perfection.

**“Letting-Out.”**—Furs like Mink are subjected to a “letting-out” process which in effect consists

of the cutting of the skin in such manner that when the parts are sewn together the skin is longer, though narrower. The furrier's skill and fine workmanship are reflected in nothing so much as in the manner of this "letting-out" process. This is, of course, responsible for the large number of seams evident on the skin side of a Mink coat, which is by no means an objectionable feature, nor does it impair the wearing quality of the fur.

**Hudson Seal (Northern Muskrat).**—For the purpose of Hudson Seal, Northern Muskrats are particularly used, as the hair is longer, softer, and more adaptable to the purpose. The skins are first dressed, sheared, and plucked, then dyed Seal color; top of hair dark, under-ground brown to faithfully simulate Alaska Seal. The new chamois-dressing method employed in the making of Hudson Seal is in a large measure responsible for the popularity enjoyed by this fur. This method applied to the leather of the fur makes it pliable, soft, and durable.

In making Hudson Seal garments, from thirty-five to more than seventy-five skins are required for a coat, depending, of course, upon the style, size, and length required. The skins are worked and joined in zigzag fashion to avoid the showing of the cross-seams on the face of the fur; the skins

are sewn in sections, then nailed over the pattern; then glazed, ironed, rubbed out with sawdust; then stayed, interlined; and then the sections are joined. The garment is then put into a drum to soften the pelt as well as to clean the fur; then finished, lined, and again glazed, ironed, and cleaned thoroughly.

**Southern Muskrat.**—Southern Muskrats as distinguished from Northern Muskrats, are generally used in their natural color. This fur was until comparatively recent times used for linings only; subsequently the skill of the furrier determined a cutting method which made these Muskrats possible to general fur purposes. Whereas prior thereto Muskrats were a drug on the market, with millions of them stored in warehouses throughout the world and their price immaterial, today, due to the furrier's skill, these Muskrats are in continual high demand, and rightly so.

Southern Muskrats are now used in three cuts, so called. The first is the Grotzen, which is the dark back of the skin; the second is known as the Golden Muskrat, which is the center; the third is the belly, called Silver Rat. The most serviceable of the three is the back, or Grotzen, while the most delicate is the belly, or Silver Rat. Any of these cuts or sections are good-wearing furs; generally speaking, better wearing than the average

of furs. The beauty of a garment made of Muskrat lies entirely in its workmanship—how matched, how put together. A poor skin is worked to better advantage by a good artisan than the best skin by a poor one.

**Foxes.**—Fox is undoubtedly the most important of furs useful for neckwear and trimming purposes, and the manner in which Fox is manipulated is largely applicable to other long-haired furs employed for similar uses. In order to shape a Fox skin to its natural contour it is often necessary to insert narrow leather strips about one-eighth inch wide; in the instance of fine soft Fox, silk strips of the same width are often used. These insets take nothing from the quality or the wearability of the skin. A Fox skin must be either "let out" to make the skin longer, or "let in" to make it wider, in order to conform the skin to the particular requirement of the style. In the making of neck-pieces Fox skins are usually worked out to a natural shape, with head, tail, or so-called brush, front paws and hind paws. The head is mounted over a formed skull; artificial eyes are inserted and the natural black ears are retained in order to give the scarf a natural life-like appearance.

Fox is a delicate fur and it may be generally assumed that the finer the fur the more delicate.

The so-called White Fox whether in natural color or when dyed to the various required hues, is, if anything, more delicate than the other varieties. Fox takes the palm for style and beauty, and its appeal lies entirely in its tendency to flatter the face and figure it adorns.

## CHAPTER V

### TRUTHS ABOUT THE WEAR AND CARE OF FURS

The fineness or costliness of a fur bears no relation whatever to its durability. Quite to the contrary, it may be generally assumed that the finer and costlier the fur the less durable.

More important than the natural hardness of the fur is the manner in which it has been prepared for manipulation by the furrier, the manner in which it has been applied by the furrier, and the manner in which it is worn and cared for.

The elements, therefore, that enter into the durability of a fur wearable are (1) its natural resistance to wear; (2) the manner in which it has been dressed and dyed; (3) the integrity of the maker; (4) the intelligence and carefulness of the wearer.

The relative natural durability of furs commonly in use has been fairly well established. Modern

*Courtesy Fur Trade Review*

A CONVENTION OF SEALS ON Pribilof Island DURING THE MATING SEASON





methods of dressing and manipulation have, however, gone a long way toward augmenting the durability of furs. Attempts have been made to standardize the wearing qualities of furs in relation to Otter or Wolverine, which are accredited as the most durable of all known furs. So much, however, depends upon the methods referred to and upon the integrity of the manufacturer, that any specific rating would be unfair and unreliable. On this account we offer a listing of the popular furs in the order of their natural degree of durability.

### Long Hair Furs

Wolverine	Opossum, American
Fisher	Opossum, Australian
Bear	Civet Cat
Raccoon	Red Fox, natural
Skunk	Red or Pale Fox,
Badger	dyed
Baum Marten	Silver Fox
Stone Marten	Cross Fox
Sable	Lynx
Kolinsky	Blue Fox
Fitch	White Fox
Dog	White Fox, dyed
Wolf	Hare

## Short Hair Furs

Otter	Hair Seal
Mink	American Broadtail
Beaver	Squirrel, natural and dyed
Jap Mink	Persian Broadtail
Muskrat, natural	Baby Lamb
Persian	Broadtail Caracul
Krimmer	Rabbit (dyed Sealine)
Alaska Seal	Pony
Hudson Seal (dyed Muskrat)	Marmot
Jap Weasel	Nutria
Caracul	Calf
Wool Seal	Chinchilla
Baby Seal	Mole

That an ounce of prevention is better than a pound of cure, applies to furs. The causes for the natural deterioration of furs are *friction, dirt, grime, moisture, heat, and light*. The less furs are exposed to these hurtful conditions, the more beautiful they will remain and the more durable.

*Friction* often arises through contact between hat brims and the hair of the fur. Heavy jewelry worn where it rubs against the fur is another

cause of friction wear, as is the wearing of the fur high and close around the neck, so that the movements of one's head constantly wear upon the fur. Carrying packages or bags underneath the arm will invariably wear the fur or even cut it prematurely. Automobile riding is responsible for much wear and tear on furs, as it entails continuous rubbing at the back.

*Heat and Light* are unnatural to furs and they should therefore be as little exposed to heat and light as is possible. The effect of such exposure is to singe or discolor the fur and to ultimately deteriorate the strength of the pelt.

*Moisture* injures furs, unless they be properly cared for. The wet furs should be combed lightly with the flow of the fur and then brushed in the same direction. After the fur is partly dry, the brush should be slightly moistened and the fur brushed. The fur should then be hung and allowed to dry slowly where there is a good circulation of cool air. After this it should be lightly beaten with a thin cane and well shaken. One should be cautious to keep the wet or moist fur from heat, and if the leather has become soaked the fur should be sent to a reliable furrier for proper treatment.

A word with respect to Muskrat and Hudson

Seal coats, as being popularly in use. They are among the best wearing of staple fur coats. Though occasionally a seam may rip or open, this does not necessarily mean that the fur is damaged or of inferior quality. A misstitch in the sewing of the fur or rough handling may be responsible for a tear, which may be easily remedied by the furrier. In the department of neckpieces, Foxes are most in use, and it must be borne in mind that the finer the Fox the more delicate its hair texture. Fox often rubs or wears at the neck, but this may be readily repaired by the furrier who resorts to cutting away the affected parts skillfully, causing the scarf to become a trifle narrower; the same, of course, applies, generally speaking, to all furs used for neckpieces.

*Moths.*—Moths attack natural (undyed) furs only, excepting in the instance of dyed Persian Broadtail and Caracul. The moth worm imbeds itself in the leather of the fur and there matures into a moth and flies off. As a result of this the wool of the fur becomes loose and sheds easily. By this time, however, the fur is fairly infested with the larvæ of the moth and a visit to the furrier is in order for a thorough cleansing and repairing of affected parts. As a preventive, camphor or a similar substance should be applied



*Courtesy U. S. Biological Survey*

**SKUNK**  
*See page 55*



to furs just as soon as the mild weather arrives. Thorough cleanliness is, of course, a deterrent to the breeding of moths in natural furs, and if the furrier's assistance is enlisted upon the first indication of moths, the damage may be readily repaired without loss to the beauty and durability of the fur.

**Shedding.**—All furs have a natural tendency to shed hair, and this is particularly the case in the instances of long-haired furs. This does not reflect, however, upon the quality of the fur, because after a period of wear the loosened hairs have detached themselves and the shedding ceases.

The shedding tendency is most marked in the instances of natural White Fox, dyed White Fox, Cross Fox, Red Fox, Lynx, and similar natural long-haired furs.

The use for which fur wearables are intended bears a close relation to their durability. As, for instance, a delicate fur like Mole or even Squirrel should not be subjected to the friction natural to automobile riding. Although a Mole coat will give satisfactory wear as a garment for "dress," its life will be extremely short if subjected to more hazardous usage. This question of use is so bound up with that of durability that it is well to specify

the purposes to which respective furs had best be applied:

**Fur Coats of General Usefulness** should be made of Muskrat, Raccoon, Hudson Seal (dyed Muskrat), Wool Seal, Alaska Seal, Mink, Otter, Beaver, Caracul, Pony, Sealine (dyed Coney), American Broadtail, Jap Mink.

**For Sports Wear and Rough Usage.**—Coats should be made of Raccoon, Muskrat, Civet Cat, American Opossum, Australian Opossum, Leopard, Leopard Cat, Russian Pony, Calf, American Broadtail, Nutria, Beaver, various Hair Seals, Wool Seal, Baby Seal.

**For Evening and Dress Wear** should be used Broadtail, Caracul, Weasel, Ermine, Squirrel, Alaska Seal, Chinchilla, Mole, Mink, Sable, Baby Lamb.

The furs chiefly used for trimming purposes, whether on cloth or on fur garments, are Fox, Wolf, Sable, Fitch, Fisher, Badger, Marten, Lynx, Otter, Monkey, Beaver, Wolverine, Squirrel, Skunk, Opossum, Rabbit, Baby Seal.

**When Unpacking.**—When unpacking furs, whether from the store or from storage, it is extremely important that the furs be promptly unpacked and hung up for a day or two, if possible, before passing judgment upon their appearance,

after which a slight beating with a rattan stick will bring out the fluffiness and fullness. It is occasionally necessary, particularly in the instance of long-haired furs, that the hair be brushed with a slightly moistened brush, in the direction of the flow of the hair; or in the absence of a brush a comb will serve the purpose.

**Dyed Furs.**—A seasonal visit to the furrier will prove beneficial and profitable in all cases. Furs which mat, such as Beaver and Nutria, may be made almost new by the furriers' skill. Dyed furs, as, for instance, Hudson Seal, Persian Lamb, and Caracul, must be watched for possible defects in the leather, which must be reinforced on occasion to prevent tearing.

**Glazing.**—The long-haired articles such as Fox, Wolf, Lynx, Marten, and Sable must necessarily be kept fluffy and clean. It is often surprising to note the rejuvenation of an old moth-eaten scarf after a visit to the skilled furrier. Glazing is a process which a furrier utilizes effectively to renew the lifelike luster of furs. In brief, the fur is wetted down with a brush dipped in water and stroked firmly against the flow of the hair with a smooth furrier's comb, followed by a thorough finishing with a warm iron. This is decidedly a furrier's job for which special knowledge is re-

quired, as some furs mat in dampness and must receive a different treatment. This should, therefore, not be attempted at home.

**Storage.**—At the first sign of moths enlist a furrier's attention. Furs should be sent to storage for the summer as this, with the occasional supervision on the part of the furrier, will add years to the life of furs.

**When Putting on or Taking off.**—Always, before putting on and taking off, a fur piece or fur garment should be well shaken with the flow of the fur downward from the animal's head. In the instance of Seal, Beaver, Nutria, and other furs that are sheared, the flow of the fur is upward and the garment should therefore be shaken from the hem.

**Sun Exposure.**—Fine furs are always of delicate complexion and are therefore easily singed or discolored by exposure to the sun. Furs are frequently "sunned" before being put away for the summer—a practice that is inadvisable. Hanging in the shade in a brisk wind and thoroughly but carefully shaken thereafter, is quite all right. They should in no case be exposed to heat or strong light, from electric light or otherwise. Nature intended furs for exposure to cold, and the closer we approximate our use of furs to their natural

AN EXHIBIT OF RAW SILVER FOX PELTS  
*See page 40*





purpose, the more beautiful and lifelike the fur will remain and the longer it will endure.

**Remodeling and Repairing.**—Due to the natural durability of furs, it becomes necessary at times to remodel one's garments to conform to the new fashion or mode. In such cases, one is fortunate indeed if the garment affords sufficient material to make the alteration possible without additional skins. Similarly, the wear of a season or more will develop defects in the fur; top hairs may be rubbed or broken off through friction or otherwise; the skin may be cracked or torn; the hair may be soiled or matted—all of which shortcomings may be remedied through the skill of a competent and reliable furrier.

Minor repairs are of course in order at any time, but in the instances of major repairs or when remodeling seems desirable, one should be sure of the cost involved; one should not hesitate to secure estimates of cost at several reliable sources and to compare the required outlay with the purchase price of a new garment. Frequently the repairs or remodeling charges may equal and sometimes actually exceed the cost of a suitable new garment. At such times it may be economical to relegate the old garment to secondary usage and to acquire a new garment to replace the old.

## CHAPTER VI

### TRUTHS ABOUT THE BUYING AND SELLING OF FURS

More progress has been made in the fur business within the last ten years than within the hundred years previously, and all signs emphasize the fact that the fur business is still in its infancy; that progress in method of manufacture and distribution will be so intense in the years to come as to belittle the most imaginative and optimistic. The writer has spent thirty-nine active years in the fur business and admits that the day-by-day progress of the industry offers new revelations constantly, and that the day when nothing new is learned in the fur business is a rare day indeed.

**Beauty and Utility.**—Though the primary use of fur was, and in instances still is, for warmth and shelter from the rigors of winter, the artistry of the furrier has endowed it with a quality of beauty entirely peculiar unto itself.

No material furnished by nature or through the

ingenuity of invention can compete with fur as an article of personal adornment, and the desire for its possession is chiefly based upon this fact.

Generally speaking, furs are extremely flattering to the complexion of the wearer. They serve to emphasize facial beauty, as the relief to a cameo. Furs aided by the art of the modern furrier emphasize and enhance the beauty of face and form, and as a trimming upon garments of cloth or silk constitute an appeal to fashion that is truly peculiar to itself and is not attainable through other means.

Thus the vogue for fur, whether for garments, for neckpieces, or as ornamentation for women's clothing, goes on apace, until its application for every purpose and its use in every season, if not already achieved, may be shortly anticipated.

**Blind Value.**—Furs are, and are likely to remain, articles of "blind value," whereby we infer that the actual worth of a fur article lies deeper than the eye may see or the hand may feel. A fur coat or scarf may look ever so pretty and seem ever so cheap in consideration of the value of its fur, but its "value" may be extravagantly overstated in its price, when one considers whence the skin came, where and how the skin was dressed and dyed, who cut and made the article.

**Quality vs. Price.**—In this relation it is an absolute truth that a well-made fur may be cheap at whatever price, while a poorly made fur is always dear at any price. Manifestly, therefore, the fur dealer or buyer should confine his purchases to reliable sources, otherwise the consuming public will soon learn that his store is other than a reliable source of retail fur supply. The consumer who registers a complaint about the wearing qualities of a fur garment is a rather rare creature. If the truth were known, most women do not register disappointment in their purchases, but, remaining disgruntled, are forever lost to the store as customers. And surely a one-time sale is an unprofitable sale. A fundamental rule in the retailing of furs should be that every sale must be *forerunner* to another sale—next season, next year, or whensoever.

**Value and Good Will.**—That “the quality is remembered long after the price is forgotten” is an adage that applies to the sale of furs more than to women’s other apparel. At any price the quality of a fur garment or article must assure reasonable wearing satisfaction to the consumer, else it has no place in a retail stock. This does not imply that low-priced goods may not be properly sold by the best stores—quite to the contrary, because today’s buyer of a low-priced garment is

potentially the buyer of an expensive one in time to come. The store must, however, feel absolutely sure that the fur article, at whatever price it may be offered, will return value to the customer in the shape of reasonable and satisfactory wear, resulting in good will to the seller.

**Fur and Purpose.**—With every assurance that the article is of standard quality, with every certainty that the manufacturer is absolutely reliable, the satisfaction of the customer can still not be assured unless she is reasonably informed upon the wearing possibilities of the article she selects. A fur that is naturally useful for an article of dress may be entirely unsuited to everyday use, whereas an article that may be perfectly suited to general usage may be entirely contrary to good taste for dress wear. Thus a Mole coat for rough usage would, of course, afford very poor wear. Similarly, a coat of Raccoon is certainly not one to be worn for dress occasions.

**Customer's Knowledge.**—Even though the average consumer have some understanding of her needs, she essentially looks to the salesperson for more specific information to guide her in her choice, or at least for a confirmation of her own ideas and preferences. Frequently the customer is better informed than the salesperson and we need

not argue that under such circumstances the possibilities of selling the customer anything at any price is lessened.

**The Part of the Salesperson.**—The customer must necessarily be placed in the relation of client to expert, the salesperson being the expert. This can be brought about by tactful presentation on the part of a salesperson of his or her knowledge of the article in which the customer is interested, and of other furs serviceable to the same purpose and available at about the same price. Just as soon as the customer senses that the salesperson really knows a little more than she does about the fur, just so soon will she freely offer her confidence, to a degree which makes the selling a foregone conclusion.

**The Salesperson Must Know.**—Essentially, therefore, the salesperson must know furs; must know how furs are obtained and prepared for manufacture; how manufactured and precisely how they should be worn and cared for. To know, one must learn and in the fur business one should be open to new developments, new suggestions, new ideas, continuously, resulting in greater interest in one's work and greater profit therefrom.

**Furs Must Be Sold.**—It is often said, in relation to the retailing of furs, that "furs are not bought as

often as they are sold," which may sound like a catch phrase, but is true just the same. As a general thing customers entering the store have no fixed or definite idea of the fur they want. They just have a general idea of the price they want to pay for the article that they want to get. They are in a plastic frame of mind, ready for molding to the salesperson's opinion of what they should buy; and the better this molding is done the more certain the sale and the more certain the customer's satisfaction.

**The Salesperson's Requirements.**—This presents no difficult task to a well-informed salesperson and one need not be long-experienced in the business of furs to qualify. The job merely calls for intelligence, tact, and perseverance, and every serious person possesses these qualifications to an extent sufficient to assure at least a reasonable measure of success. All that is needful beyond this is a knowledge of the subject, and it does not require much labor to acquire that knowledge. Within this book is contained the essence of fur truths in respect to every phase of the fur business. A fair comprehension of what is contained herein should surely place one in a position to influence helpfully the choice of any customer, to effect a sale and to assure a continued confidence, which

in usual course should assure the customer's continued patronage.

**Creating the Demand.**—I want to emphasize that people who sell furs are the arbiters of fur fashion and fur demand. This is the case when the buyer visits the wholesale manufacturers and it is the case in the instances of the consumer visiting the store to make a selection. For instance and in either case, the buyer may have in mind to buy Brown Caracul. If black is shown in one house and black in another and possibly in a third, he becomes convinced that black would be in demand, and he buys black; he tells his selling staff "Black is the mode." The selling staff tells the customers, the customers are convinced upon the advice of the salespeople, and soon Black Caraculs are paraded, and women who still contemplate buying fur coats begin to think "black," and black becomes the rage.

**Consumer's Attitude.**—This is especially true of furs, possibly because the fur business is in a sense a luxury business as distinguished from dresses, millinery, or women's other apparel. A woman does not buy a fur coat frequently. Be it ever so moderate in price, she contemplates its purchase over a period of time. More often than not she accumulates funds in advance for its pur-

chase. She contemplates buying a fur coat as she might an expensive piece of jewelry. And largely because of this she is more readily influenced by the salesperson who manifests a greater knowledge of furs than she possesses.

**Salesperson's Capacity.**—No fur department can be a complete department in the literal sense. The limits of reasonable space, apart from necessary capital in relation to volume of sales, would not permit a full representation of all the usable furs in the required styles, sizes, colors, and trimming. It is necessary, therefore, to guide the expressed taste and desire of the customer within the channels of possible fulfillment, and the salesperson's capacity can be gauged in no better way than upon his or her ability thus to influence the customer's requirements.

**Selling a Simple Process.**—Fortunately, the customer is nearly always not only ready, but anxious for guidance by a salesperson who evidences knowledge of the subject. Selling furs is therefore a simple process to such a person, in that, once having obtained the customer's views as to the preferred type of fur, the preferred style, and the price she is ready to pay, the salesperson need but guide the customer persuasively to that particular stock item that most closely conforms to

the expressed desires of the customer with regard to style, variety, and price.

**Telling the Facts.**—With reference to the many trade names employed to distinguish specially processed and specially dyed furs to resemble more expensive furs, reliable fur manufacturers make it a point to tell their customers the actual facts about their furs—what the skin is, how processed, and how made. Similarly, reliable fur retailers are just as earnest in their effort to instruct their customers upon these facts. A sale is never endangered by a frank statement of the truth, as the price rarely bears any relation to the wearing quality of the fur.

**Price vs. Worth.**—A Wolf scarf need not be masqueraded as a Fox, nor need Jap Mink be offered as genuine Mink; both the genuine and the imitation possess points of merit. A Wolf scarf will wear better than a Fox and may look suitably beautiful, and its relatively low price may justify its purchase in preference to a Fox, and the same holds comparatively true with respect to other furs. After all, price is the result of supply and demand and does not really reflect the worth of the fur. Time was, not long ago, when a Muskrat pelt could be had from fifteen cents to twenty-five cents, whereas now its value is three dollars or there-

abouts. And the strange part is that it is possibly better value today at three dollars than it was at fifteen cents, simply because fur-making skill has adapted the Muskrat to satisfactory use and the higher price is justified by its great demand.

**Safety Lies in Reliability.**—The nature of furs and the manner in which they are obtained, processed, and made, demand that the fur business be based upon reliability and good faith. Good faith and reliability must form the keynote of any business policy which is to succeed in the fur business.

Most precious things can be readily appraised because their quality is in evidence. A precious stone is valued in relation to its size, color, and perfection. Furs, however, though they reflect their beauty, do not disclose the integrity of their source, nor the care and diligence with which every process was employed in their preparation and manufacture. The history of the pelt from the trapper to its conversion into a fur wearable is the expression of the true value of the fur garment, be it coat, scarf, or whatsoever. Manifestly therefore, the fair value of a fur article is not entirely discernible to the eye or to the touch. And that is why good faith and reliability remain the corner stone of the fur-business structure.

To the consumer of furs I say that she should confine her purchases to retailers of known reliability, because therein lies her safety. To retailers I urge that they confine their business to wholesalers of absolute reliability, because there and only there lies the certainty of their safety—the maintenance of their customers' good will, the permanence of their business. The reliable fur manufacturer, fully aware of the limitations of his fur knowledge beyond his own functions, deals exclusively with the reliable fur dyer, with the reliable fur dresser, with the reliable skin dealer. He has learned that he must build his own reliability upon that of the fur factors that precede him.

An appreciation of these truths and a policy that is governed by them, will assuredly result in a reputation for fidelity which will ever be the magnet for the attraction of trade and for the maintenance of good will in every branch of the fur business.

**WOLVERINE**  
See page 59





## CHAPTER VII

### THE HUMAN SIDE OF THE FUR INDUSTRY

Fraternalism is widespread in the fur business. Observers from other fields of activity have never ceased to wonder at the spirit of good will, mutual helpfulness, and the qualities of charity which are peculiar to the fur trade as distinguished from other fields of industry.

It is difficult to attribute this commendable spirit which pervades the industry to any basic reason. Pride of profession, singleness of purpose, and problems in common may be considered reasons. But such conditions are common to other industries. It seems just to have grown, under the leadership of men motivated by unselfish purpose.

The fur trade has long been known as a generous participant in all good causes, charitable and otherwise. During the late war, probably no trade body evidenced a more patriotic spirit unitedly. And the per capita participation in the purchase of

Liberty Bonds, in donations to the Red Cross, Y. M. C. A., Salvation Army, and similar organizations was probably not exceeded by the membership of any other trade body.

The liberality of fur men was so generally recognized as to attract less worthy and often unworthy demands upon their charity. In short, many members of the trade were victimized, and all the members, generally speaking, were continuously troubled with the problem of where, when and how much to give.

These conditions determined the organization of the Fur Charity Chest in 1925, whereby charitable contributions by the fur trade might be pooled and distributed wisely and most effectively, and incidentally enable recipients to use their respective allotments without discount for payment to solicitors or collectors. The Charity Chest is an important annual contributor to established organized charities, as well as to emergency needs. Emergency calls find a ready response from the Charity Chest. Upon the first call for the benefit of sufferers of the Mississippi River flood, for instance, the Charity Chest promptly forwarded its check for \$10,000 for relief.

While the Charity Chest does not discriminate in its giving, because of race, color, creed, or

nationality, it distributes importantly to the relief of the distressed in the industry. For this purpose it contributes largely to the Fur Trade Foundation organized and established in July, 1923, by leading spirits in the trade, for the relief of the indigent and unfortunate of the industry. With the slogan "We take care of our own," these leaders in the industry undertook an intensive campaign for the collection of funds with which to carry on this important work.

Every trial and tribulation to which humanity is heir finds victims among the fur trade, as it does elsewhere. And the Fur Trade Foundation has devised means for rehabilitating its indigent members when possible. It permits no needy call upon its consideration to go unanswered; nor does this charity overlook the widows and orphans of members of the fur trade. The demands upon the funds of the Foundation have been constantly growing since its inception. Whereas in 1923 but three individuals required assistance from the Fur Trade Foundation, in 1926, sixty-eight cases were benefited. Of these, six were afflicted with tuberculosis; twenty-eight with other serious illnesses; seventeen had become indigent and incapable of productive employment; eight widows required sustenance, four persons were incapacitated

through old age. And the others were subjected to blindness or other physical disability. For the eleven months of 1927 ending November 30th; ninety-five individuals required the assistance of the Fur Trade Foundation.

The Charity Chest is sustained through an annual drive for contributions from the members of the trade. It is a free contribution on the part of every donor. From an original objective of \$200,000 annual collections, the demands made upon the Charity Chest have increased contributions to very substantial totals—viz., \$460,000 in 1925, \$487,000 in 1926, \$525,000 in 1927. Able management is provided for these funds from the members of the trade.

With due regard for the liberality manifested by the fur trade at large, through its contributions in the past, reserves have been created in contemplation of possibly lean business years when donations may of necessity be less plentiful, so that the good work instituted by the Charity Chest may continue without interruption.

That the quality of mercy blesseth him that gives is amply proved in the instance of the fur trade. Being unselfishly united in a common cause for humanity's sake, has strengthened the bonds of friendship and good will among the members of

the industry. And it is gratifying and even exalting to observe the spirit of camaraderie prevailing among hard-fighting competitors at trade meetings, social gatherings, and luncheon assemblies at the Fur Merchants' Club.

THE END









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